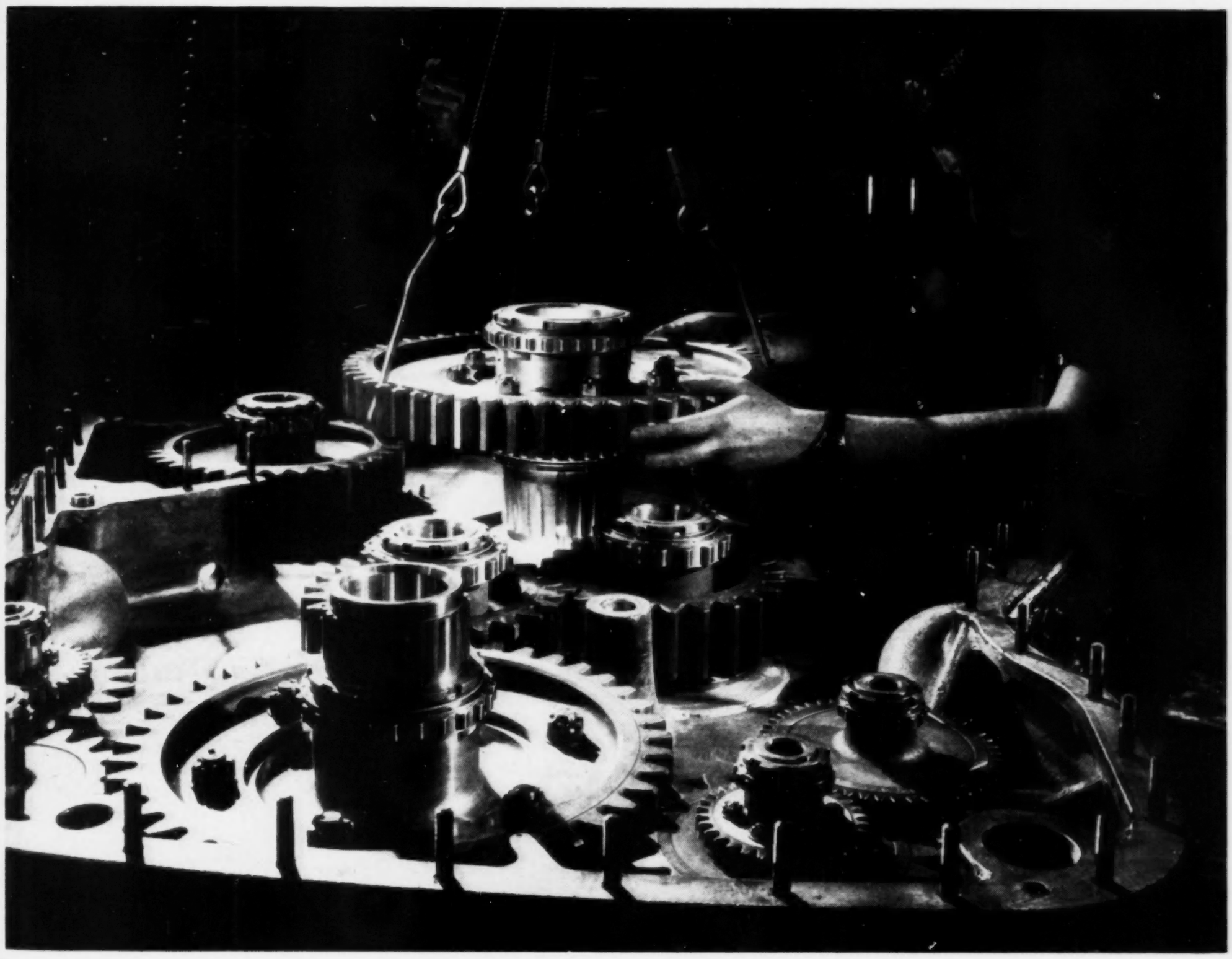
Board of Trade Journal

DEC 24 1965

Volume 189, No. 3585 Published by Her Majesty's Stationery Office 3 December 1965



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VOLUME 189, NO. 3585, PAGES 1317-1356
3 DECEMBER 1965
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s.* 8*d.*

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Front cover photograph

Assembling gears in the phasing gear train of a Deltic engine at the Liverpool works of D. Napier & Son Limited. The total number of Napier Deltic two-stroke high-speed diesel engines built now exceeds 600 of which some two thirds have been exported.

Fast patrol boats and minesweepers in service with thirteen navies are powered by Deltic engines, which are also installed in British Railways' most powerful diesel locomotives and drive the world's most powerful fire pump now in service with New York City Fire Department.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of HM Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

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More measures to assist exporters

MR. DOUGLAS JAY, President of the Board of Trade, announced on December 1 the publication of a booklet entitled 'Simpler Export Documents'. It introduces an aligned series of newly designed export documents which can be completed in one typing operation, thus eliminating much repetitive typing and checking and reducing the possibility of error. At the same time he announced the following new measures to help exporters:

(i) The scale of assistance in support of Joint Ventures organized at overseas trade fairs by trade associations and similar bodies will be increased.

(ii) A contribution will be made to the cost of joint advertising by trade associations participating at overseas events such as trade fairs, British Weeks and store promotions.

(iii) Arrangements are to be made to promote the overseas distribution of trade directories and buyers' guides sponsored by Trade Associations.

(iv) The newly expanded British Overseas Engineering Services Bureau will be supported by the Board of Trade.

Simpler export documents

The booklet of this title gives an account of the work of the Joint Liaison Committee on Documents used in the International Carriage of Goods in simplifying the preparation of some of the documents most commonly used in the export trade. The booklet, of which a copy is illustrated, explains how these forms are being redesigned on A4 international size paper so that the spaces for the entry of details common to all or some of the forms fall in the same relative position on each form. All these forms can now be completed from a master document and any details not required on any particular forms can be suppressed. The system eliminates repetitive typing and reduces the need for checking and the possibility of error. It also provides opportunities for firms to include some of their internal documents in the series.

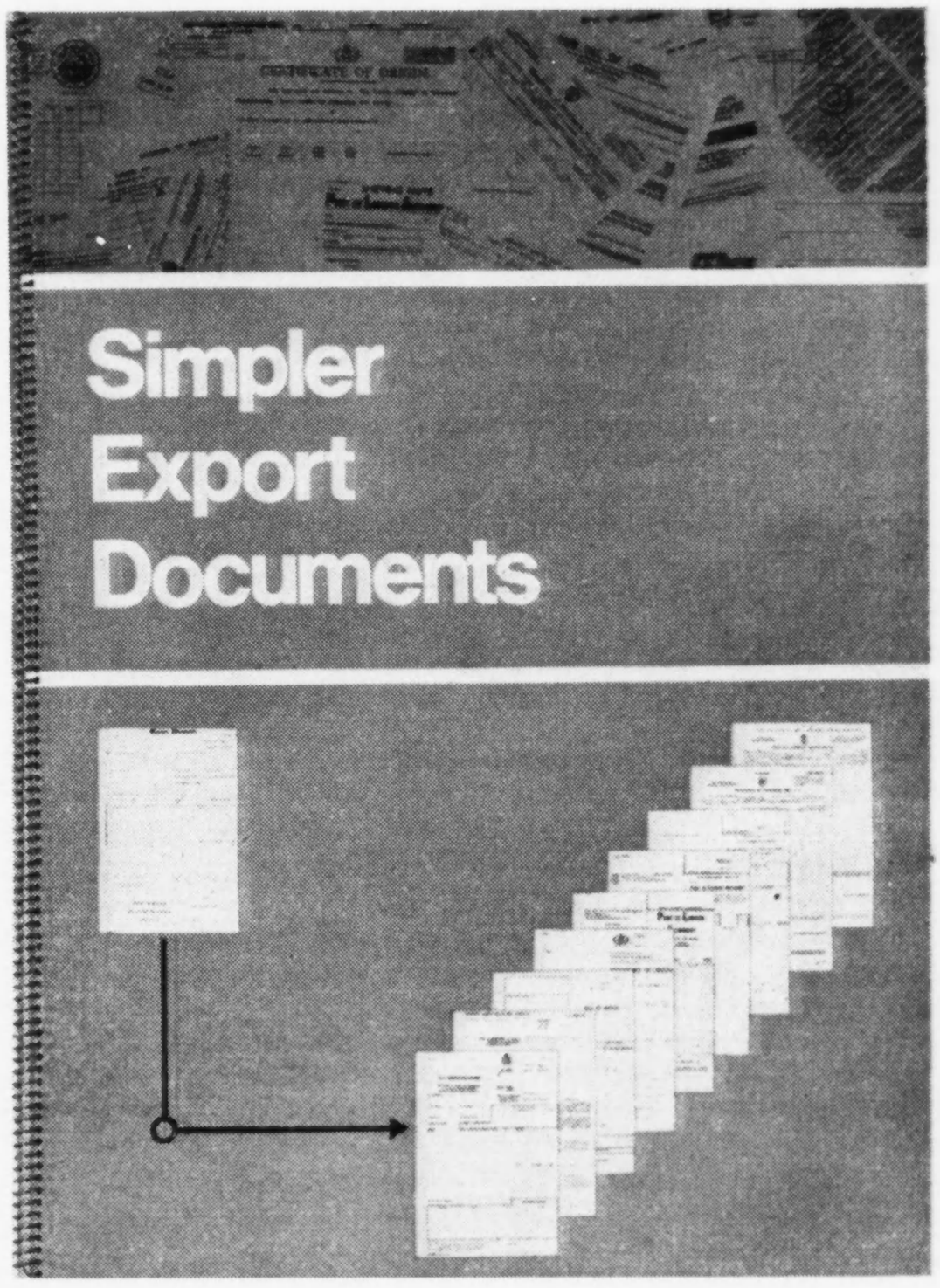
The export documents initially recommended for inclusion in the aligned series are:

1. Bill of Lading
2. Customs Entry Form XS 29
3. Exchange Control Form CD6
4. United Kingdom Certificates of Origin (issued by Chambers of Commerce)
5. Certificates of Insurance (issued by Lloyd's and the Institute of London Underwriters)
6. Port of London Authority Port Rates Form
7. Port of London Authority Shipping Note
8. Mersey Docks and Harbour Board Dock Rates and Town Dues Bill

All the national organizations concerned with the issue of these forms have indicated their willingness to co-operate in introducing the system. Most of the new forms are already available and others will appear shortly.

In a Foreword to the booklet, the President urges all those concerned with exporting to take advantage of the system and to take steps where practicable to bring their own internal forms into the series. The system can be operated with inexpensive, simple and well tried office machinery and is compatible (except for some small details) with the standard layout key for export documents devised by the Economic Commission for Europe. Copies of 'Simpler Export Documents' are being sent to the national organizations concerned with exports and to all industrial establishments with 50 or more employees. Distribution will take a few weeks to complete. Copies will also be available free of charge from Board of Trade's Offices in London and from its Regional Offices.

The Joint Liaison Committee on Documents includes representatives of Government departments and of the national industrial and commercial organizations concerned with exports. It was established by the Board of Trade in February, 1962, to co-ordinate the work of the various organizations interested in reducing the



Front cover of the booklet 'Simpler Export Documents'.

complications of the paperwork involved in export sales. It is supported by an Organization and Methods team which has carried out detailed studies of the forms at present in use, in close association with the users. A list of the organizations represented on JLCD and its terms of reference are given in Appendix 17 in the booklet.

Extension of joint venture scheme at overseas trade fairs

The Board of Trade has reviewed with industry the help which the Government offers to groups of firms taking part in 'Joint Ventures' at overseas trade fairs. These facilities are designed to encourage firms to use overseas exhibitions as a means of establishing themselves in export markets. A revised scheme is being introduced which will provide free space and shall stand for five consecutive participations at annual events (or three participations

Temporary imports charge to continue

THE Temporary Charges on Imports (Continuation) Order, 1965, made on November 30 by the Treasury, continues until the end of November 1966. The temporary charge on imports imposed by section 3 of the Finance (No. 2) Act, 1964, Subsection (9) of that section provides for earlier reductions in the rate, or cessation, of the duty; the initial rate of 15 per cent was reduced to 10 per cent by the Temporary Charges on Imports (Reduction) Order, 1965 (S.I. 1965/903) made under that subsection.

This Order came into operation on November 30. It is being published as Statutory Instrument 1965, No. 2026 (HMSO), price 3d. (*See page* 1327.)

at events which take place at longer intervals) instead of the assistance hitherto provided on a declining scale over three events. In addition, the Government will contribute up to 50 per cent of the cost of the translation of firms' sales literature for distribution at the appropriate event and up to 50 per cent of the cost of return tourist air fares of trade associations' representatives manning information stands. For joint ventures *outside Western Europe* the Government will also contribute up to 50 per cent of return tourist air fares of two representatives of each participating firm and up to 50 per cent of the cost of returning unsold goods exhibited at fairs, provided the goods are shipped back to Britain within 12 months of the close of the event. Details of the new scheme will be sent to trade associations shortly.

Co-operative advertising scheme

Details are also being sent to trade associations of a new scheme to encourage firms to make greater use of co-operative advertising as an adjunct to their group promotional efforts at trade fairs, British Weeks and store promotions overseas. The scheme will provide for a contribution by the Board of Trade of up to 50 per cent of the cost of collective overseas advertising by groups of firms under the sponsorship of a trade association in connection with their participation in overseas events organized with the support of the Board of Trade.

Publicity for programmes of overseas fairs, British weeks, etc.

The first of a series of four-monthly supplements published with the *Board of Trade Journal* of November 19, 1965, contains the programme for the next three years of overseas promotions for which Board of Trade support is already being planned. The programme, drawn up in collaboration with the British National Export Council, is virtually complete for 1966 but minor events may still be added. Additions to the programme for 1967 and 1968 will be announced promptly. It is hoped that this information will encourage British industry to take full advantage of the assistance offered by the Government and the opportunities which these events provide to test and cultivate overseas markets. (*See page 1338 for current list of amendments.*)

Trade Directories and buyers' guide

To encourage Trade Associations in the wider and more effective distribution overseas of efficient, well indexed trade directories or buyers' guides the Government is proposing to offer to Trade Associations sponsoring such publications a contribution of 50 per cent of the cost of

(a) the translation and typesetting into foreign languages of the classified product list and any other parts of the directories (including general technical data such as British Standards) which the sponsors consider desirable for free distribution overseas, and

(b) the postage or freight overseas of directories, conforming to approved standards, sent abroad free by or on behalf of trade associations.

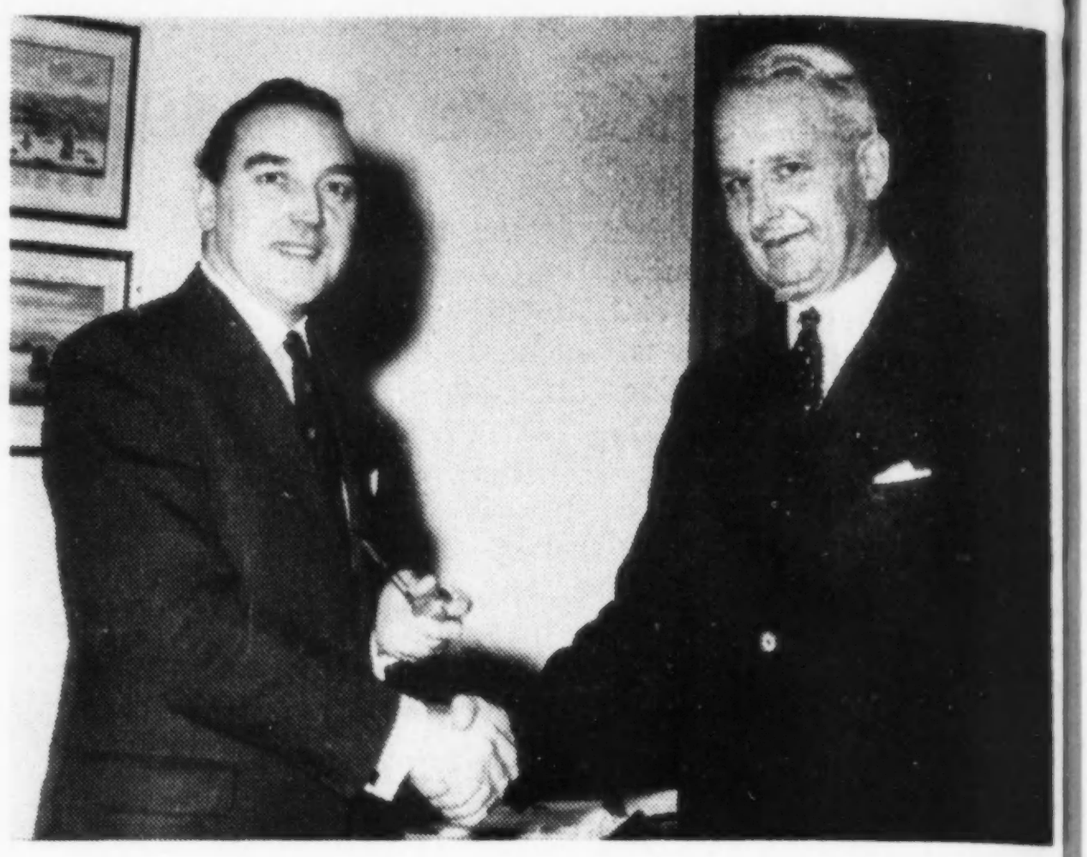
Details of the scheme will be put to Trade Associations as soon as they have been worked out with the British National Export Council who will administer the scheme on behalf of the Board of Trade.

British Overseas Engineering Services Bureau

The Government is to support the British Overseas Engineering Services Bureau and with private enterprise will jointly bear the running costs of this organization. The Bureau is sponsored by the Association of Consulting Engineers and the Export Group for the Constructional Industries, and is open to management consultants, architects and other consulting professions. Its membership includes representatives of the Board of Trade and the British National Export Council.

The objects of the Bureau are to make British consultancy services better known overseas and to secure business for them; a worthwhile boost should follow in British constructional work abroad. The Bureau will collect and disseminate information about new engineering and economic projects throughout the world. It will send missions abroad to examine possibilities on the spot and it will support feasibility studies to see if specific projects and development schemes in overseas countries are practicable. In appropriate cases, in consultation with the Government, it will select feasibility surveys for financial assistance.

The Bureau's offices are at 237-240 Abbey House, 2 Victoria Street, S.W.1. (Tel. Sullivan 2203. Telegraphic address: BRITBURO, London, S.W.1). Sir Henry Clay is Chairman of of the Bureau and Mr. C. M. Bernard is the Secretary.



Mr. Roy Mason, Minister of State, Board of Trade (left), greets Mr. Brian Faulkner, the Northern Ireland Minister of Commerce when he called at the Board of Trade during a visit to London on November 19.

Mr. Darling opens Industrial Estates Exhibition in Glasgow

MR. GEORGE DARLING, Minister of State, Board of Trade, was in Glasgow on November 29 to open an exhibition to mark the creation of 100,000 new jobs in Scotland in industrial factories provided by the Government. The exhibition, organized by the Industrial Estates Management Corporation for Scotland, is being held at the Industrial Inquiries Centre, 21 Bothwell Street, Glasgow, until December 3.

There is now about 22 million square feet of factory space in Scotland provided by the Government, five million of which has been created since 1960 when the Local Employment Act came into operation. In addition there is more than $1\frac{3}{4}$ million square feet currently under construction or authorized, which should provide employment for about 7,000 people.

In addition to opening the exhibition the Minister of State visited the Scottish Design Centre in Glasgow and toured the new factory of Polaroid (UK) Ltd. at the Strathleven Industrial Estate. The Minister also had talks with the Scottish TUC, and lunched with the Scottish Council of the Confederation of British Industry.

Lord Brown visits Northern Ireland

LORD BROWN, Minister of State, Board of Trade, visited Northern Ireland on November 29 and 30, as a part of his series of export promotion visits to all parts of the United Kingdom.

The Minister visited manufacturers of fur felt hoods and textiles at Cookstown and Dungannon on November 29, and in the evening attended a Government Dinner given in his honour by the Minister of Commerce at Parliament Buildings, Stormont.

On the following day Lord Brown drove through the Ministry of Commerce factory estates at Dunmurry and Castlereagh to see something of the Government sponsored developments and then visited manufacturers of roofing felt and woollen textiles and the Pigs Marketing Board. He also attended the Export Conference lunch organized by the Belfast Chamber of Commerce at the Woodburn Hotel.

The salesman is still slightly "Non-U"

—Lord Brown

THE MINISTER OF STATE, Board of Trade, Lord Brown, spoke at the annual dinner of the English Electric Overseas Club on November 25. The Minister emphasised that in what is known as 'polite' society if you are a young soldier or doctor or lawyer or stockbroker you say so with pride, but if you are a salesman you are made to feel slightly 'Non-U'. This was the attitude which he was going to do his utmost to change.

The Minister of State said that he was sure part of the success of English Electric rested in the very large number of high capacity men employed and the size of the resources that they could devote to the design, manufacture and sale of its products, a level which was unattainable by an industry made up of a large range of small firms.

The Minister of State continued that in the machine tool industry it was estimated that one-third of the firms employ less than 24 people. While the Board of Trade pressed forward on every front with improved services and initiatives to help the exporter, we must try to begin to generate policies which would bring about a change of attitude both in industry and towards industry by the general public.

'If they could see the toil, effort, ingenuity and organization that goes into the £40 million of exports which you contribute to the country's economy each year, many of them would be amazed. Too many of them think that a sales tour by your senior people round the world is a sort of happy substitute for a holiday but we who have made these trips know just what hard work they are and the preparation and experience which has to be poured into them to make them a success.'

Referring to the publication recently of the National Plan, the Minister of State said that one of its results should be the smoothing out of the demand curve in the Home Market. If we could drastically reduce the extent to which we used control of internal investment as a means of getting us over balance of payment difficulties as they arose, and if instead of each company having its own plan on future production on the basis of its own predictions as to the way the national economy would move in the future, we could base our company plans on a commonly shared set of predictions about the future, then he believed, our planning would be more realistic and more regular. We should avoid a situation where one industry predicted economic growth and yet another, upon whom the first was dependent for vital supplies, based its future plans on a predicted decline in demand.

The Minister said that it might take a considerable time before the whole question of matching capacity to export demand was effected, but he believed it was going to be effected in this way, and that it was going to help materially for us to be able to quote more realistic delivery dates overseas, and to plan our export selling efforts on a more objective basis.

When he joined the Board of Trade six weeks ago he knew something of the service they provided, but he wanted to say with great sincerity that these services were much better than he expected and what impressed him was that often at the stimulus of demand but equally often entirely on their own initiatives, there were people in the Board of Trade eagerly planning the extension of these services and thinking up new ones that might be of help. They were, of course, largely aimed at stimulating smaller firms to export more, or to encourage the laggers to start this activity.

The Minister of State went on to say that he was personally deeply concerned to bring home more successfully to many of the smaller firms, their responsibilities for sharing more of the burden that was so largely carried by the larger organizations today and to stimulate them to think in much more objective terms on how to bring about that reorientation of their organization which was a necessary prelude to a successful attempt to start exporting. He did not regard his job as one of exhortation to industry but as a planning job.

Speaking of the English Electric Overseas Club and the fact that its membership now embraced 1,600 people spread over 58 countries throughout the world, the Minister of State said: 'I congratulate you on this. This is a wonderful idea and one that could well be emulated by other companies. I am sure it must be very helpful that those serving overseas in your organization and those who have had experience of doing this and now hold positions at home and others who are training to take part in the export field, should get together like this.'

Mr. George Brown reviews work of DEA

SPEAKING AT A luncheon given by the Foreign Press Association in London on November 23, Mr. George Brown, First Secretary of State and Secretary of State for Economic Affairs, said: 'It has been an exciting year for the Department of Economic Affairs. The most striking change has been developing in Government and industry relationships and the whole question of two-way communications. Sir Maurice Laing, the President of the CBI, put the view of British industry the other day when he said that one alternative was to go backwards and let market forces come fully into play again, with the consequences of mass unemployment, periodic depressions, etc. The other was to use every endeavour to increase our overall productivity, contain our overall income growth, and to ensure that our prices remained competitive. They had chosen the second alternative.'

The Secretary of State said that the Government had reached this situation by not keeping their intentions to themselves. 'We were telling industry what we believed the country could do and asking for their advice on how to get there, and their co-operation in getting there. We have had a splendid response from British industry,' he said.

On the policy for productivity, prices and incomes, the Secretary of State said that he and his colleagues had been in constant negotiation with the trade union leaders and the employers' leaders. Every stage had been thrashed out, and at nearly every stage they had reached an area of full agreement.

On industrial efficiency and modernization, exports and imports, removing the obstacles to expansion – the work had gone on through the 'Little Neddies' through constant discussions between Government Departments and trade associations, and between the Industrial Advisers in DEA and industry at all levels.

'The same sort of thing happened during the preparation of the National Plan,' said the Secretary of State. 'We had thorough consultation with the NEDC at each stage, and the NEDC have accepted their responsibilities in its implementation. We also discussed all aspects of the industrial inquiry at length with industry at every level.

I have visited firms all over the country and talked to industrialists and trade unionists wherever I have gone. Everywhere I have found a ready response to what we are seeking to do. There has

Broome and Wade Ltd.'s new factory at High Wycombe, the largest portable compressor plant in the Commonwealth, was officially opened on November 15 by Mr. George Darling, Minister of State, Board of Trade. Here, left to right, are seen: Mr. A. F. Masters and Mr. J. E. Bambrough, joint managing directors of Broome and Wade Ltd., the Mayor of High Wycombe, Mr. George Darling and Mr. P. J. Haffenden, production superintendent.

HRH the Duke of Edinburgh watching a turbine blade profile being cut on a numerically controlled milling machine during his visit to the National Engineering Laboratory at East Kilbride on November 11. On the Duke's right is Mr. W. H. P. Leslie, Head of Numerical Control Division, and on his left Mr. F. D. Penny, deputy director of NEL. The director, Dr. D. G. Sopwith, watches from behind.

been criticism, too. That is as it should be. I am quite prepared to answer it.'

Speaking of the growing interest in economic affairs, the Secretary of State said that the *DEA Progress Report* now had a steady circulation each month of 90,000 – Broadsheets 215,000. The popular version of the Plan had sold nearly 250,000 copies. Even the bulky Plan White Paper, costing 30s. a copy, had run into a reprint as the first 20,000 print came near to exhaustion.

Prices and incomes

'There has also been a very significant change in national attitudes towards a Prices and Incomes Policy,' continued the Secretary of State. 'This is inevitably a long-term job. Who would have thought a year ago that the TUC would establish and operate its own "early warning" and vetting system on wage claims.'

The Government had got agreement by the TUC by an overwhelming majority to the policy. It had obtained the agreement of the employers to the policy. It had set up the National Board for Prices and Incomes. It had announced its intention to put the Board on a statutory basis which would strengthen its authority and its power to call for evidence. The Bill would also give the Government power to enforce an early warning system on prices and incomes if the voluntary system, already operating, should break down. 'These are important developments and represent a very great strengthening of our armoury in the fight against inflation,' said the Secretary of State. 'I believe very strongly that in a society like ours the voluntary system will work – can work, and must, somehow, be made to work – provided people understand that the whole purpose of the policy for productivity, prices and incomes is to ensure a steady advance in incomes for *everyone* who earns his income – and an advance that will be *real* because prices will be steady and the extra money will buy more.'

Apart from prices raised through taxation to defend sterling, prices had been relatively steady for almost six months. This was quite an achievement. It showed that manufacturers were well aware of the need to absorb costs in other ways to break the inflationary spiral. It would be even more important to hold prices steady in the months ahead when the principal reason for large wage claims would have been removed.

Europe

'There is growing Press and public interest in our attitude towards Europe, and the Government has been frequently asked during the past year what its attitude to Europe is,' said the Secretary of State. 'The general objective of our policy is to secure a wider European market embracing the United Kingdom, the countries of the Community and our partners in the European Free Trade Association, and open to any other European countries which may wish to participate. We have always made it clear that we are prepared to enter into negotiations with the Six – but there is obviously no possibility or question of this in present circumstances even if essential conditions can be realized. The whole situation at this moment requires some clarification.'

EFTA

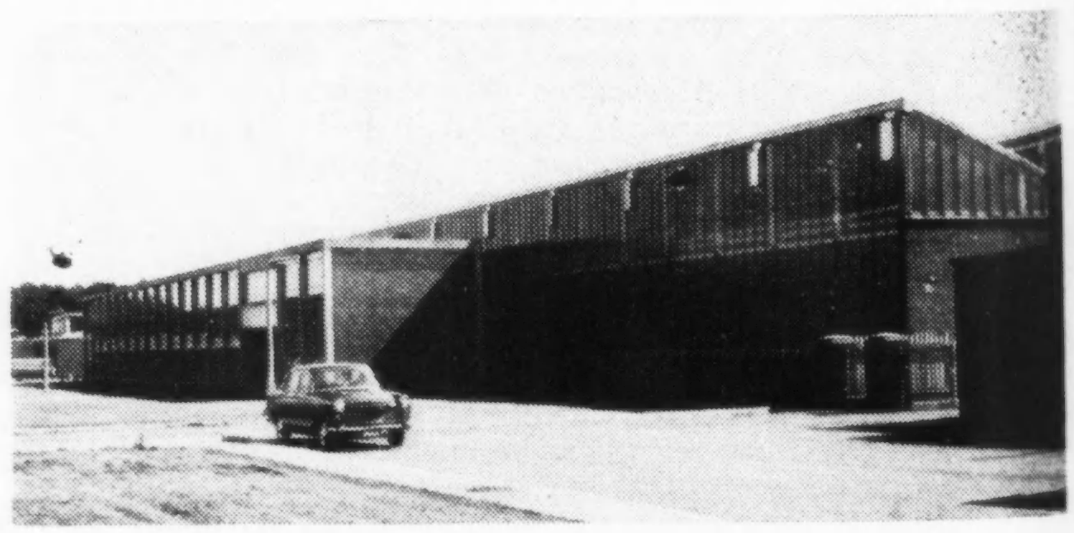
The Secretary of State said that all of us in EFTA realized that the current division of Western Europe into EFTA and EEC could not be the best – and certainly not a permanent – solution to the future economic problems of the area. A permanently divided Europe did not make sense. He continued: 'It was for this reason that EFTA made known at the Ministerial meeting in Vienna last May its wish (and I would point out that it was a British Prime Minister who took the initiative) to start a dialogue with the EEC to feel the way towards more intimate co-operation in respect of obstacles to trade. This move was recently reaffirmed at the EFTA Ministerial meeting in Copenhagen. I hope that when the EEC have resolved their own internal difficulties a profitable dialogue between the two groups will be started. EFTA, you know, is a great success story that should be given its due.'

Building materials can be profitable exports

'DO NOT BELIEVE that building materials are a relatively unprofitable field for export,' Mr. Charles Pannell, Minister of Public Building and Works, said in opening the conference on exporting building materials in London on November 24. 'Local produce may appear to have the advantage over imports because of the cost of transport. But I am asking you to tackle the problem with a fresh mind. We may be able to offer goods of higher quality or with earlier delivery dates than the producer. We need to study what the local man wants.'

As an example the Minister said that Fletton bricks could be made cheaper in this country than anywhere else in the world; he knew they were looking into the export prospects for these. Another firm had recently put on the market steel tube as an alternative to copper tube for small bore central heating systems. This saved money and copper. The firm – a subsidiary of GEC – had recently jumped into Europe and were exporting a substantial part of their production. 'My own Ministry makes use of industrialized systems overseas, and we know that there is considerable interest aroused here. It gives an opening for producers to sell their systems in these countries. In Germany, for example, we are building primary schools for BAOR using CLASP.'

The Minister added that the export group could see to it that British products and British building materials were fully in the shop window at international exhibitions or fairs. 'We must go in for self-display in a big way,' he said. 'Last year the building material industry exported over £112 million of goods. Pretty good, but not good enough. You must increase the figure. There is scope for development in industrialised building. I was up at Jarrow in September where I saw lightweight industrialized construction being produced. The firm in question were building a vast new factory with every hope that they would export to Europe. We want more of this sort of approach. Press ahead with the export market, not just by licensing agreements for the use of a system, but for the supply of components and complete buildings.'



The new Government factory taken over by Matbro Limited at Dunmurray, Northern Ireland, has already started manufacturing components for the vehicles assembled by Matbro at their factories in Horley, Surrey, and Frome, Somerset. It will eventually employ approximately 160 people and adds to the emphasis which Matbro Limited are placing on export business. The Matbro management is particularly pleased with the very practical layout of the new factory, and the facilities which have been built into it.

OECD Ministers meeting in Paris

THE COUNCIL of the Organization for Economic Co-operation and Development met at Ministerial level in Paris on November 25 and 26, under the chairmanship of Dr. Hans Schaffner, Vice-President of the Swiss Federal Council, Head of the Federal Economic Department, and reviewed the economic situation of its member countries and their economic relations with the rest of the world. Mr. Douglas Jay, President of the Board of Trade, headed the United Kingdom delegation.

The following communique was issued by OECD at the conclusion of the meeting:

'During the period 1960/65, the gross national product for the OECD countries taken together has increased at a somewhat higher rate than that needed to meet the target of 50 per cent for the decade 1960/70 set by Ministers in 1961. The prospects for satisfactory growth in 1966 seem relatively good. Since, however, inflationary tendencies exist in many countries and insufficient growth in some others, there is still much to be done in order to combine, under conditions of full employment, satisfactory growth with price stability. This calls for an appropriate mixture of fiscal and monetary measures, incomes and prices policies, and structural reforms. The Organization will continue its work on this problem in all its aspects.

'The efforts to reduce the external deficits of the United Kingdom and the United States are now showing appreciable results. Large swings have appeared in the foreign payments of a few other member countries. The need to reduce such swings should be taken into account in selecting measures designed to adjust demand to productive resources. Another source of disequilibrim has been the considerable capital outflow from the United States and to a lesser extent from the United Kingdom. Measures have already been taken by various countries to reduce this capital flow. Nevertheless, some of the considerable differences in interest rates between member countries will have to be reduced and a number of member countries will have to improve their arrangements to mobilize savings for investment at home and abroad.

'The Organization is studying these capital market problems together with other balance of payments problems.

'Ministers agreed that in order to help less developed member countries to solve their special problems of growth and to reduce the gap between them and the other countries, the industrialized members of the OECD should promote a more active flow of productive investments into these countries and take into consideration their export problems.

'Concerning Greece and Turkey in particular, the Ministers expressed their concern over the difficult and interrelated problems of development and stability these countries are facing and the desire that they should be supported in solving these problems. To that end, the existing difficulties facing the consortium for Greece should be eliminated and the consortium reactivated in order to provide appropriate aid. In the consortium for Turkey appropriate aid should be provided taking into account the aim of Turkey to reach external viability towards the end of her second five-year plan.

'Ministers discussed the continuing difficulties of developing member and non-member countries in general and stressed the need for an increase in volume and an improvement in terms and conditions of aid. They also agreed that the effectiveness of aid programmes should be further improved through increasing co-operation between donor countries and by other appropriate measures.

'In the long run, it will be even more important to increase the export proceeds of developing countries. The Ministers instructed the Organization to undertake an examination of the problems regarding trade between developed and developing countries with a view to formulating constructive and concerted policies.'

Government bookshop in Manchester

HM STATIONERY OFFICE announce that the Government Bookshop in Manchester has moved from 39 King Street to new premises at Brazennose Street, Manchester 2.

BRITISH TRANSPORT EXPORT FILM

British Transport has produced a film 'Export by train' to show exporters the advantage of using the nation-wide services of British Rail. The film illustrates the wide range of freight shipping services provided by British Rail and is available in colour in 35 mm. and 16 mm. from British Transport Films, 25 Savile Row, W.1. A still shows export cars being loaded aboard a British Transport ferry at Dover.

The following letter is from J. G. Ruffell, President of the British Chamber of Commerce in Milan.

19 November 1965

Dear Sir,

Milan British Week — Follow up

All who saw it are agreed that British Week in Milan was a resounding success. For a long time to come it will remain as a model in public relations work. As a short term, unashamed selling campaign for British exports it was fully satisfactory, in some commodities outstandingly so, for stocks ran low in spite of persistent warnings.

Many importers were mindful of this danger and ensured adequate supplies. Others did not and chances were lost. Many importers have taken prompt action, during and after the Week, to ensure stock replenishment. Others have not bothered.

Whilst, therefore, our British Week remains a success by any standards, it could be even more so in the long term. It is unacceptable, indeed immoral, for some British exporters and agents to ride on the back of promotional campaigns mounted and paid for by other people, merely to sell the same amount of goods at less effort to themselves.

British Weeks, trade fairs, any promotional campaign at all, can be considered truly successful only if, in retrospect, they are the start of something new. They would be difficult to justify as exercises in themselves.

We wish to appeal therefore, through your columns, to exporters old and new, long established or just potential, to the Italian market. It is still too early to assess the Week's success statistically. We may never know for certain. But it is a fact that goodwill with the Italian public is immense; that the market is wide open to British consumer products; that the best selling season is about to begin; that these sales possibilities are not, in every case, receiving the deserved attention from British exporters.

We in Milan earnestly hope these exporters will now give them attention. If they have sent just normal stock replenishments, let them consider sending a little more including, perhaps, a new or untried product. If they have not yet replenished stocks they should do so as soon as ever possible for they are missing a trick. If they have not traded with Italy before, now is the time to give the market a try.

Something unusual has happened in Milan as any Italian will confirm. Unusuol steps to meet the situation will be quite in order and will pay off.

Yours faithfully,
J. G. RUFFELL.

Rhodesia: Exchange control

HM TREASURY has announced details, given below, of the application of exchange control to transactions with Rhodesia not specifically included in the announcement on November 11 (see *Board of Trade Journal*, November 19, page 1213).

Travel

Rhodesia is excluded from the normal facilities for travel expenditure by United Kingdom residents travelling outside the Sterling Area. United Kingdom residents travelling to Rhodesia will be allowed travel facilities (e.g. travellers' cheques, foreign currency notes etc.) only up to an aggregate of £250 for all journeys taken together from November 11, 1965 until further notice. Applications for larger amounts will require reference to the Bank of England and will normally be refused. In all cases the facilities allowed may be used only for genuine travel expenditure.

Cash gifts

Gifts to residents of Rhodesia are excluded from the arrangements whereby United Kingdom residents are normally allowed to make cash gifts to residents outside the Sterling Area up to an aggregate of £250 a year. A United Kingdom resident wishing to make a cash gift to a resident of Rhodesia must make special application through his bankers to the Bank of England. Permission will normally be given for any one United Kingdom resident to make such gifts in sterling to Rhodesian account up to an aggregate not exceeding £50 since November 11, 1965 until further notice. Cash gifts to residents of Rhodesia allowed within this £50 limit count against the total annual allowance of £250 for gifts to residents outside the Sterling Area.

Press expenses

Permission will be given for arrangements to meet the local expenses of United Kingdom press correspondents in Rhodesia.

Use of Rhodesian sterling accounts

To the extent that such transactions are allowed by the Governments of Sterling Area countries, credits to and debits from Rhodesian sterling accounts in the United Kingdom will normally be permitted in respect of payments between these countries and Rhodesia for goods and services.

Rhodesian securities

Securities payable in Rhodesian pounds are now, for the purposes of exchange control, foreign currency securities. United Kingdom holders of such securities are reminded that they should be deposited with an Authorized Depositary.

Note:

Genuine travel expenditure by United Kingdom residents outside the Sterling Area is not restricted. Certain controls were introduced last April and reference has to be made to the Bank of England for large amounts, but there is no restriction in principle.

It was announced on November 11 that debits from Rhodesian accounts in the United Kingdom would be allowed in respect of commitments to residents of all countries where such commitments were entered into by residents of Rhodesia before November 11, and allowed generally for payments to the United Kingdom. The present announcement extends to Sterling Area countries generally, as well as the United Kingdom, the possibility of settling in sterling through Rhodesian account for purchases and sales of normal goods and services from and to Rhodesia, to the extent that such transactions are allowed by the Government concerned.

Recommended metric screw threads

THE Ministry of Technology has announced its full support for the British Standards Institution's decision to recommend the use of metric screw threads. The British Standards Institution has strongly advised British industry to adopt the Metric rather than the Unified (inch) screw threads recommended by the International Standards Organization (ISO), and to drop Whitworth, BA and BSF threads. This was announced following a special meeting of the British Standards Institution (BSI) on November 23 at which the Ministry of Technology was represented by Mr. A. H. A. Wynn, Adviser on Engineering Standards.

NRDC expands its activities

THE SIXTEENTH Annual Report for the year ended June 30, 1965 of the National Research Development Corporation, the independent body which sponsors the development of inventions and promotes their use in industry, was published on November 25. According to the report the year 1964/65 resulted in a greater increase in activities than any previous year in the Corporation's history. This expansion required an increase in the Corporation's staff of technical and professional executives, and larger offices.

The NRDC has taken under its wing 35 new projects, according to the report. Forward commitments on development projects now amount to more than £8 million – a sixfold increase on the figure reported a year ago.

Mr. J. C. Duckworth, the managing director, said that 'this has been made possible by the Development of Inventions Act, 1965, which extended the Corporation's borrowing powers to £25 million.'

New projects being dealt with by the NRDC cover a very wide field. They include antibiotics, vaccines, dehydration of foodstuffs, insect control, surgical and scientific instruments, computers, automatic control of machine tools, plant and processes, diesel engines, gears, tractors, ceramics and programmes for teaching machines. Indicating the future of the Corporation's activities, the report says that they will continue to be concerned with the support of technological development but that this will increase markedly and be more broadly based.

The Queen's Award to Industry

INDUSTRY IS reminded that the closing date for the receipt of applications for the 1966 Queen's Award to Industry is December 31.

Forms of application for the Award may be obtained from the Office of the Queen's Award to Industry, 1 Victoria Street, London, S.W.1. (Tel. Sullivan 7000).

Note: In a statement in Parliament on August 3 the Prime Minister said that the Government had accepted the recommendations of the Committee under the chairmanship of HRH the Duke of Edinburgh, whose report was published on the same day by HM Stationery Office. The Awards, strictly limited in number, will be announced annually on April 21, the Queen's actual birthday.

Export List, 1966

A REVISED edition of the Export List which sets out the classified descriptions under which goods produced or manufactured in the United Kingdom or the Channel Islands are to be entered with the Customs when exported, is being published for use as from January 1, 1966. Copies of the List may be obtained direct from HM Stationery Office or through any bookseller, price 11s. 0d. Exporters and Agents are advised to place immediate orders.

The headings in certain Divisions of the List have been revised and some alterations have been made in the list of recognized designations of countries.

Exporting to Belgium

A SUPPLEMENT to the Board of Trade *Export Service Bulletin* entitled 'Exporting to Belgium', was published on November 29.

The supplement marks the launching of a special 'export targetting' exercise covering selected groups of products. The groups of products for this exercise are ceramic tableware; paper and paperboard; toys and indoor games; and domestic gas-fired appliances and gas distribution equipment.

The supplement contains detailed market reports on these product groups, which are considered as offering particularly favourable opportunities for the expansion of British exports to Belgium. Over the next few months special efforts will be made to take advantage of these openings, using both the resources of industry and Government services to aid exporters.

Yorkshire and Humberside Regional Controller, Board of Trade

THE CORRECT address and telephone number of the Yorkshire and Humberside Regional Office is: City House, New Station Street, Leeds, 1. (Tel.: Leeds 31761, STD code OLE 2).

The Import Duty Drawbacks (No. 9) Order, 1965

THE Treasury have made the Import Duty Drawbacks (No. 9) Order, 1965, which:

(i) provides for the allowance of drawback of import duty on the exportation of:
  (a) imported fresh oranges, exported in the cases in which they were imported;
  (b) a wider range of specified products of 'improved' wood, within the meaning of Chapter 44 of the Customs Tariff, 1959, manufactured from imported wooden veneer sheets;
  (c) certain insulated copper strip or wire manufactured from certain imported artificial resins and imported linseed oil;
  (d) certain lubricating oil additives and specified organic chemicals manufactured from specified imported acetone cyanohydrin; and
  (e) certain zinc alloy ingots manufactured from certain imported zinc and exported on or before December 3, 1968; and

(ii) reduces the rate of drawback of import duty on imported tomato purée or paste used in the manufacture for export of foodstuffs, canned or bottled in tomato sauce.

The Order came into operation on December 1, and has been published as Statutory Instruments 1965, No. 1985.

Copies are obtainable direct from HM Stationery Office.

Imports of butter

THE BOARD OF TRADE announce that no imports of butter will be authorized in addition to basic quotas for the period December 1, 1965 to January 31, 1966. A further announcement will be made shortly about any additional allocations for the last two months of the quota year, from February 1, 1966, to March 31, 1966, in the light of the supply situation and of the price.

Note:

Basic quotas for the year April 1, 1965, to March 31, 1966, were announced on February 24, 1965, and totalled 420,000 tons. In addition, 39,000 tons were authorized at that time for delivery in the period April-November from countries with basic quotas who had estimated that they might have such additional butter. Australia and New Zealand, whose heaviest shipments come in the period December-March, and the Irish Republic retained their rights to send us proportionate shares of total imports.

Importation of pig meat from France

THE AGRICULTURAL Departments have announced that licences will be issued on request to enable the importation into Great Britain of pork and pork offal from France. The licences will set out the veterinary certification that must accompany all consignments of meat.

Application for a licence should be made to the Ministry of Agriculture, Fisheries and Food, Animal Heal h Division, Government Buildings, Block B, Hook Rise South, Tolworth, Surbiton, Surrey, for a landing in England and Wales, and to the Department of Agriculture and Fisheries for Scotland, Animal Health Branch, 6 St. Colme Street, Edinburgh, 3, for a landing in Scotland.

Imports of cotton textiles from Spain

THE BOARD OF TRADE (Notice to Importers No. 1127) announces that individual licences will be required for imports of all cotton yarns and manufactures wholly or mainly of woven cotton, except carpets, mats and rugs, originating in or consigned from Spain and imported on or after November 26, 1965.

Licences will be issued freely for all goods consigned direct to the United Kingdom, subject to the quotas established under the agreement between the British and Spanish cotton textile industries not being exceeded. Applications for licences for the import of doubled yarn and of corduroy fabrics will be entertained only if accompanied by an export certificate issued by the Servicio Comercial de la Industria Textil Algodonera (SECEA).

Goods shown to the satisfaction of HM Customs to have been consigned direct from Spain and to have been in transit on November 26 will be admitted without a licence.

The agreement which was made between the Cotton Board and SECEA for exports to Britain in 1965 covered the following:

Cotton yarn	8.4m lbs.
of which:	
Doubled yarn	3.5m lbs.
Cotton piece goods	40m sq. yds.
of which	
Corduroy	939,670 sq. yds.
Finished piecegoods	7m sq. yds.

These arrangements apply only to imports validly shipped up to and including December 31, 1965. Arrangements for 1966 will be announced shortly

Note:

This change in licensing procedure is to make it impossible for imports of corduroy from Spain to be brought in via third countries.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of British products in all overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 245) (Telex 25977). The type of goods involved and the countries to be covered should be indicated.

Revised standard of conveyor and elevator belting

Bs 490 – *Conveyor and elevator belting* – is being revised, and Part 1 – *Rubber conveyor belting of ply construction for general use* – has been published. It defines the minimum requirements in materials and construction for rubber and fabric ply belting for use on flat or troughed idlers. Several new features have been introduced. The recommendations of the International Organization for Standards (ISO) on pulleys and belts have been followed wherever possible, and metric dimensions are used for all specifications and test requirements with British units as alternatives. These changes bring BS 490 more into line with continental specifications for conveyor belting and should be of assistance to exporters.

Copies of BS 490 Part 1 may be obtained from the BSI Sales Branch, 2, Park Street, London, W.1. Price 7s. 6d. each. (Postage 9d. will be charged extra to non-subscribers.)

Application for reclassification of glass tubing for import duty

THE BOARD OF TRADE give notice that they are considering an application for the reclassification of the existing sub-divisions of Tariff Heading 70.03—'Glass in balls, rods and tubes, unworked (not being optical glass)'

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than December 17, 1965.

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The

BRITISH PUMP MANUFACTURERS ASSOCIATION

in conjunction with the

BRITISH NATIONAL EXPORT COUNCIL

are organising a Working Party to the Caribbean and Latin America to start early in March.

Pump and Allied Equipment Manufacturers who wish to join this Party (and obtain a 50% rebate of expenses) should (as soon as possible) contact the

BRITISH PUMP MANUFACTURERS ASSOCIATION,
Glen House, Stag Place, London, S.W.1

Telephone: VICtoria 7787

Mr. G. O. Roberts, Minister of State for Welsh Affairs (right), talking with one of the operators under training when he opened the Portmadoc factory of Smith-Corona Ltd., British Typewriters Division, on October 7. With Mr. Roberts is Mr. G. R. Boller, vice-president of Corporate Development, SCM, New York, the parent company.

Precision engineering company for Northern Ireland

THE NORTHERN IRELAND Ministry of Commerce has announced that Slack & Parr Ltd., high precision and specialist engineers, of Kegworth, near Derby, are to set up a factory at Enniskillen, Co. Fermanagh. Mr. F. B. Read, project manager, said that the Enniskillen factory will make high precision gear pumps and other equipment used in the production of man-made fibres for supply to this major Northern Ireland industry, and also to customers in Great Britain and abroad. Mr. T. F. Barrington, general manager and director of Slack & Parr, said that the Enniskillen enterprise had considerable growth potential. Only 40 workers would be employed in the early stages, but this was likely to rise to 100 when initial production was achieved and to increase as the firm expanded.

Industrial growth in Scotland

'DURING 1965, industrial progress in Scotland has been rapid,' state the Scottish Council (Development and Industry) in their recently published report for 1964-65. 'Employment has continued to rise. Established industry has maintained its expansion and diversification. New companies have arrived in greater numbers than before. Scottish exports have risen. Industrial confidence has been maintained.'

New projects by incoming companies with which the Council has been involved totalled 21 during the year. These represent an outlay of some £40 million new capital investment and will provide 15,000 jobs. The register of industrial sites maintained by the Council now contains details of over 500 sites scheduled for industrial development, but entries in its industrial premises register which lists available factories fell from 200 to 100.

Glasgow firm moves to Cumbernauld

WISHART & MACINTYRE (Patternmakers) Ltd., Glasgow, are taking 4,000 sq. ft. of factory space in the Carbrain Industrial Area of Cumbernauld New Town. The firm is engaged in the manufacture of wooden patterns for the engineering industry and the work is highly skilled.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

WEDNESDAY, NOVEMBER 24

Board of Trade staff increase

Asked what increase or decrease there was in the staff of the department under his control in the period October 16, 1964, to October 15, 1965; and what increase or decrease he anticipated in the period up to April 15, 1966, Mr. Douglas Jay, President of the Board of Trade, replied: 'During this period the staff of the Board of Trade increased by 1,356. The bulk of the increase was due to the fact that the Board gained about 1,800 staff dealing with shipping and related matters from the Ministry of Transport whilst losing some 600 to the Diplomatic Service. Over the same period, the staff of the Export Credits Guarantee Department increased by 46. It is difficult to forecast the staff position by April 15, 1966; but further increases of the order of 250 and 80 in the staffs of the Board of Trade and the Export Credits Guarantee Department respectively are expected.'

THURSDAY, NOVEMBER 25

Exhibition ships

Asked whether he would seek power to purchase the 'Mauretania', or some similar vessel, for conversion into a floating exhibition for British exports Mr. Roy Mason, Minister of State, replied: 'No, sir. Having regard to the heavy cost and other disadvantages of exhibition ships, I see no reason to question the preference which British industry has shown for conventional trade fairs.'

Long-term credit for aircraft sales

A member asked what action was being taken to increase long-term credit in order to assist the export effort of the aviation industry.

Mr. Roy Mason replied that subject to creditworthiness of the buyer and his country, ECGD guarantees were available to cover sales of aircraft and aero engines on credit terms which ensured that the British exporter is fully competitive.

Exports to other EFTA countries

Asked what percentage increase took place in Great Britain's exports to European Free Trade Association countries in the first, second and third quarters of 1965 compared with the comparable periods in 1964, Mr. Roy Mason said: 'Increases of 6·6, 6·1 and 10·6 per cent respectively.'

The President was asked what further action he was taking to increase British trade with the European Free Trade Association countries following his discussions at Copenhagen with representatives of member states.

Mr. Roy Mason replied that the complete removal of industrial tariffs in EFTA by the end of next year provided great opportunities for British exporters. He had taken special steps to bring these opportunities to their notice, and to remind them of the services his department could offer to assist their efforts.

A member asked the President of the Board of Trade whether it was the policy of Her Majesty's Government to allow United Kingdom exporters the right to claim export rebates and drawback in addition to the benefit of European Free Trade Association countries.

Mr. Roy Mason replied: 'At the recent EFTA meeting in Copenhagen, Ministers agreed that, from the beginning of 1967 when the free trade area will be completed, exporters will not be able to claim both drawback and EFTA tariff treatment. Discussions in EFTA on the proper treatment of rebates of internal taxation (including the export rebate scheme) within the completed free trade area have not yet been finalized.'

Spain and EFTA

In reply to a question Mr. Roy Mason said: 'I am not aware that the Spanish Government is considering applying for membership of the Association.'

United Kingdom-Southern Rhodesia preferential agreement 1932

Asked what was the expected loss of exports as a result of the termination of the United Kingdom-Southern Rhodesia preferential agreement of 1932, and of the emergency restrictions generally; and what steps were being taken to find other export markets, Mr. Roy Mason said that it was not possible to foresee at this stage how British exports would be affected. The Government would continue to give all possible encouragement to the expansion of exports generally.

Answering a further question on the procedure used in the termination of the United Kingdom-Southern Rhodesia preferential agreement of 1932, Mr. Roy Mason said: 'Britain's trade relations with Southern Rhodesia are governed by the Ottawa Agreement, 1932. This agreement has not been terminated but it has been suspended by HM Government.'

Dollar exports of Scotch whisky

A member asked what changes there had been in the export to the United States of proof Scotch whisky in bottles and in bulk, respectively, over the past five years; and what had been the loss in dollar earnings as a consequence. Mr. Roy Mason replied that United States statistics showed that imports of whisky in bulk from the United Kingdom had risen from about 6 per cent of the total, expressed in proof gallons, in 1960 to about 20 per cent in 1964. 'I cannot give a figure for our consequential loss of dollar earnings, but it has certainly been substantial,' he said.

August Bank Holiday dates

Asked what would be the dates of August Bank Holiday in 1966, 1967 and 1968; and whether he would give an assurance that these dates would not be altered, Mr. Roy Mason answered that the dates already announced for the next three years' late summer bank holidays were August 29 in 1966, August 28 in 1967, and September 2 in 1968. There was every intention of adhering to those dates.

Trade with the United States

A member asked what steps were being taken other than through polylateral international negotiations, to correct the imbalance of trade between the United Kingdom and the United States. Mr. Roy Mason replied: 'I am taking all possible steps to increase our exports to this vitally important market. All the facilities available to help our exporters throughout the world are available to exporters to the United States. These include financial assistance for trade missions; financial and other support for exhibitors at overseas trade fairs; ECGD facilities; the export rebate scheme; and the provision of information and advice by the Board of Trade at home and the commercial diplomatic officers at the Embassy and Consular posts throughout the United States.'

Many promotions by retail stores in the United States featuring British goods were supported and encouraged by the Board of Trade, and the recent highly successful fashion show in New York received assistance and encouragement from the Board of Trade.

The British National Export Council's Committee for Exports to the United States, under the chairmanship of Lord Watkinson, was actively engaged in the encouragement of exports to this market. Among the services it offered was the provision of advice on marketing in America through the British Exports Marketing Advisory Committee in New York. The Committee for Exports was supporting the British Trade Centre in New York, which would open next year with assistance from the Board of Trade.

A further question on trade with the United States concerned the cumulative trade deficit with the United States for the latest three-year period for which figures are available. Mr. George Darling, Minister of State, Board of Trade, replied that the crude trade deficit in the three-year period ended October 31, 1965, was £493 million. It had been calculated as the difference between imports valued cif and exports plus re-exports valued fob, after adjustment of the figures for the earlier part of the period to the 1965 basis.

Temporary imports charges to continue

THE Temporary Charges on Imports (Continuation) Order, 1965, was approved in Parliament on November 29 after a debate in which Mr. James Callaghan, Chancellor of the Exchequer, and Mr. Douglas Jay, President of the Board of Trade were the Government spokesmen. (Hansard cols. 1103-1144). (*See page* 1319.)

A wagon-load of 'Sunhouse' electric fires recently left Walsall to be unloaded only at their destination in the Rhineland of Germany. This new door-to-door delivery service was initiated as a result of an exceptionally large order for 'Sunhouse' fires received by Radiation International Limited, following the display of these fires, manufactured by H. Frost and Company Limited, at the Cologne Fair in September.

New Books

Investment in Industry, Victoria, Australia, 1965. Prepared by the Victoria Promotion Committee. (306 pages. Available free from the Committee, Bush House, Strand, London, W.C.2.) The principal objective of this document is to give potential overseas investors sufficient background information to enable them to evaluate Victoria as a possible investment opportunity. A secondary objective is to provide information to people interested in negotiating licensing or trade agreements. The report is in two parts, part one being a general survey and part two consisting of surveys of selected industries. It is the latter part that will probably attract most attention. The industries selected are textiles, food processing, building, electrical engineering, light and heavy engineering, chemicals, pulp and paper, motor, and primary industries. All the surveys have been compiled on a national basis and where appropriate Victoria's participation or contribution to a particular industry is shown. The majority of statistical information is from official sources and relates in the main to the year 1962-63, with occasional tables for 1963-64, and giving comparative tables for several years back. The economic feasibility for the production of particular commodities is not given, as this is regarded by the compilers as belonging to the field of market research which, it is hoped, this report will stimulate.

Thailand at a Glance, compiled and edited by Manit Varin (52 pages. Available free from the Information Service of Thailand, 28 Princes Gate, London, S.W.2) attempts to give a comprehensive though of necessity a superficial picture of modern Thailand. There is a brief synopsis of Thailand's origin and history and some interesting information on her arts and religious customs, but the emphasis is on her economic development over the last 50 years. Modern methods of irrigation and a planned approach to improving the health of the population are essentials to the economic development of a country. The advances made in education, agriculture and all branches of industry are described and illustrated including the industries of radio, television and films which are the natural accompaniments to increased prosperity. Finally the booklet contains statistical tables on population, education, and foreign trade together with a particularly useful table showing Thailand's national income broken down by industry and her revenue and expenditure.

An Appraisal of European Advertising Statistics, issued by the International Foundation for Research in the Field of Advertising. (53 pages. Incorporated Society of British Advertisers, 45 Hertford Street, London, W.1, 51s.). The International Foundation for Research in the Field of Advertising, set up about 18 months ago by the International Union of Advertisers' Associations, has for its chief function the exploration of the economic effects of advertising and the forecasting of future social trends which will affect advertisers. To do this, it is essential that comparable data on which to base forecasts is available for all countries studies. The present volume, the first in the Foundation's *Occasional* series, enumerates the available European advertising statistics. These are analyzed by country according to media, and to commodity groups. As well as comparisons on the coverage of various series, suggestions are made of the extent to which these figures are usable by economists. The survey concludes with suggestions of the lines that are desirable for future inquiries to fill the gaps in existing statistical information.

Rise of the Russian Consumer, by Margaret Miller. (254 pages. Institute of Economic Affairs, 7s. 6d.). The purpose of this book is to make a considered assessment of the consequences, particularly insofar as they affect the everyday lives of the Russian people, of the economic and managerial reform in industry and agriculture introduced by the Soviet government during the course of 1962. The first two parts deal respectively with industry and planning, and with agriculture; while the third contains chapters on housing, labour and internal trade. The author, who speaks Russian and has visited the country frequently, has made very extensive use of Russian newspapers and periodicals. The book appears to have been largely completed before the Soviet governmental changes of October 1964, but a 12-page postscript dated April 1965 makes a brief review of subsequent developments. The book also contains a brief review of recent economic developments in Poland, Czechoslovakia, Rumania, Hungary, East Germany and Bulgaria.

Foreign Aid and Politics in Nepal: a Case Study, by Eugene Bramer Mihaly (200 pages. Oxford University Press for the Royal Institute of International Affairs, 42s.). Nepal is a country small enough for a detailed but readily comprehensible study to be undertaken of the effects of foreign aid on its economy; nevertheless its geographical position gives it a significance considerably greater than its size would initially suggest. Mr. Mihaly, an American journalist and political scientist, bases his study on files and documents he examined in government departments in Nepal and in most of the agencies that have granted aid to the country. He deals historically with the period from 1951 to 1962, thus excluding most of the period of the three-year plan, 1962-5. His conclusions are that aid ought to be large enough to yield recognizably beneficial results but not so large that the donor can be suspected of buying political influence; that the results must be acceptable to the beneficiaries and to the eventual administrators in the recipient country; that the internal political effects should be carefully estimated beforehand; and that aid tactlessly given is likely to prove merely wasteful. There is a brief index, a good bibliography and a folding map.

Malta's Export Prospects (14 pages. British Export Houses Association, 75 Cannon Street, London, E.C.4, 5s., post free). This is the report of the British Export Houses Association group visit to Malta in July of this year. The purpose of the visit was to study Malta's potential and to ascertain the extent to which British export houses could help Malta's export drive.

Other publications

BRITISH AND COMMONWEALTH TEXTILE INDUSTRY (EXCLUDING LANCASHIRE AND YORKSHIRE) with separate sections for the Republics of Ireland and South Africa, incorporating Worrall's British and Dominion Textile Industry, Worrall's Textile Directory of Ireland, Scotland and Wales, etc. 75th edition 1965. 666 pages. John Worrall Ltd., Oldham, Lancashire. 30s., by post 33s.

CITY OF BIRMINGHAM HANDBOOK TO THE DEPARTMENTS OF THE CORPORATION, edited by F. W. Bradnock, issued by The City of Birmingham Information Department, The Council House, Birmingham 1, 1965 (previous edition 1958). 172 pages. 5s., by post 6s.

DIRECTORY OF SHIPPING AND FORWARDING AGENTS 1965, edited by Peter Collins. 76 pages. Kenneth Mason Publications Ltd., Radnor House, London Road, London, S.W.16. 21s.

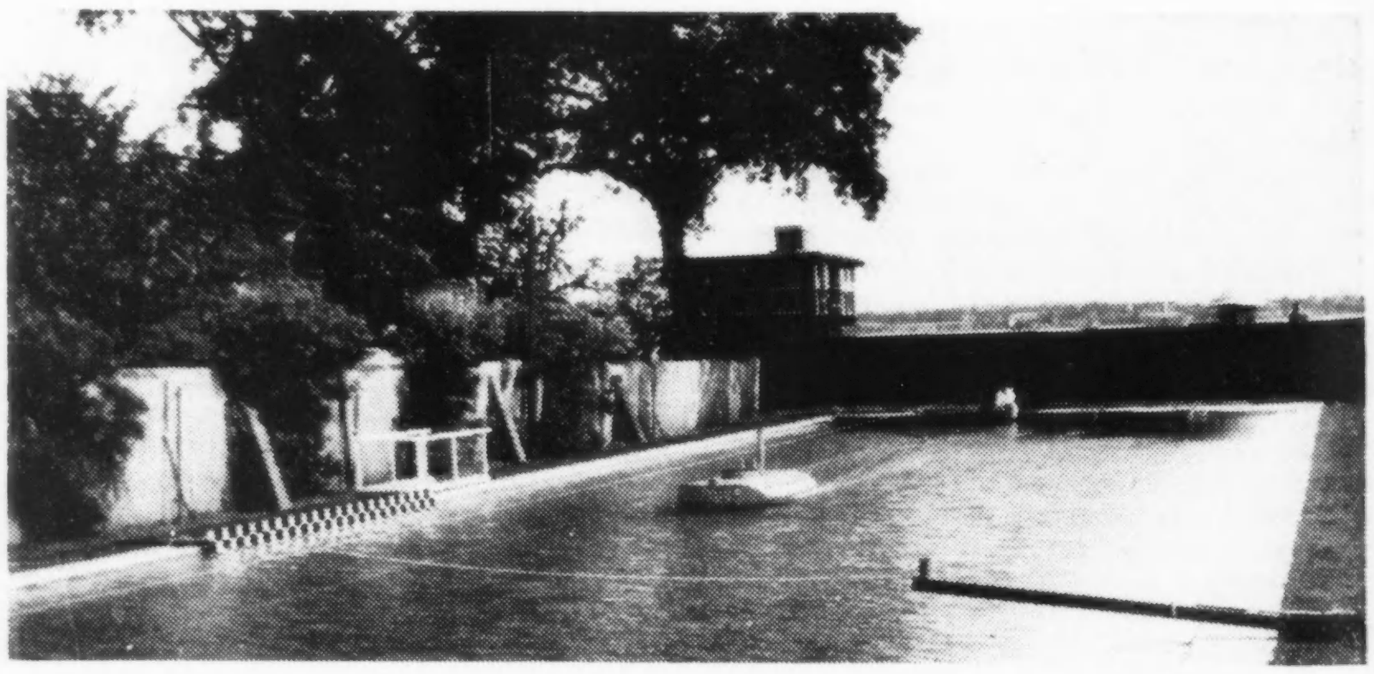
SEIBT EXPORT DIRECTORY OF GERMAN INDUSTRIES, formerly Official Handbook of the Federation of German Industries, established by Dr. A. Seibt, 18th edition. 1,704 pages. Seibt-Verlag Dr. Artur Seibt, 1 Anzinger Str., 8 Muenchen 8, Germany.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

NEW HOVERCRAFT MODEL TESTING TANK



Hovercraft Development Ltd., Hythe, a subsidiary company of the National Research Development Corporation has brought into service a test tank facility which, according to the annual report of the NRDC, 'is producing extremely valuable results.' In this picture a functional research model is shown on the new 150 ft. tank at Hythe. The model is towed by a constant-torque winch and held on course by a vertical sternpost running between two guide wires. The sternpost incorporates a hook to engage with the rope and spring arrester gear which is seen extending across the tank. A small winch is provided to return the model after each run.

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1965	Stores	Location	Auctioneers
Dec. 15 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, R.A.F., Quedgeley .	Bruton Knowles & Co. (AFD 1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

The above sale will include:

Petrol electric generating sets; petrol engines including J.A.P., Coventry Climax, Villiers, etc.; Tangye diesel generating set; Lister generating set; Perkins diesel S6M marine engine; vehicle tyres; portable cranes and ramps; anchors; carpenters' fitters', and tinsmiths' tools; micrometers and verniers, etc.; diving equipment; gymnasium equipment; 'Dandy' brushes and kennel chains; canvas belting (6 in.); wooden engine cases; miscellaneous office and household equipment; wall clocks; carpets, rugs and curtains; white blankets (approx. 10,000); mattress covers, pillows and bolsters, etc.; furniture, including wardrobes, chests of drawers, dining room suites, bureaux, etc., including items in single lots to suit the private buyer; miscellaneous vehicle, marine and aircraft spares.

1966	Stores	Location	Auctioneers
Jan. 17 .	Miscellaneous stores and equipment .	No. 35 Maintenance Unit, R.A.F. Heywood .	Brady & Son (AFD1), 17 Warren Street, Stockport. (Tel. Stockport 2252).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

Tender Sales

Sale by tender of Perspex Canopies for Hunter Aircraft. Applications for tender forms should be addressed to the Ministry of Defence, AFC 19a (Air), Turnstile House, High Holborn, London, W.C.1.

Sale of Surplus Hangar at R.A.F. Station, Alness, on Friday, December 17, 1965, at 2.30 p.m. The Hangar Type T.2 measuring 240 ft. by 114 ft. by 40 ft. This Hangar will be sold by public auction, to be removed from the site within six months, under the conditions as laid down by the Ministry of Defence. The steel work has been well maintained. This erection will be suitable for industrial purposes or for conversion into a Farm Steading.

For further particulars, permission to view can be had from Messrs. Reith and Anderson (Dingwall & Tain) Limited, Auctioneers, Dingwall. Reith & Anderson (Dingwall & Tain) Ltd., Auctioneers. (Tel. Dingwall 3252/3. Telegrams: Auction, Dingwall).

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
Dec. 9 .	Plant and equipment and technical stores, including:	Technical Stores Sub-Depot, WEM, Shropshire.	Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury. (Tel. Shrewsbury 53151).

24 diesel generator sets; nine industrial fork-lift trucks; 50 petrol engined power units; kVA and kW generator sets; injector fuel pumps; regulators; gauges; ball bearings; fire control cabin trailers; Lister auto trucks; industrial tractors and trailers; hand tools; 200 semi-rotary water pumps; 53 h/o winches; lifting jacks; 50,000 electric lanterns; electronic valves; teleprinters and equipment; 50 wireless reception sets; amplifiers; microphones; hand and desk telephones; 40 theodolites and levels; periscopes; lenses; range finders; sextants; prismatic and marching compasses; drawing instruments; 360 prismatic binoculars; 1,400 watches.

Dec. 14 .	Vehicles and earth moving equipment including:	Ordnance Storage & Disposal Depot, Ruddington, Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).

250 saloons and estate cars, including Princess limousines; Ford Anglias; Popular; Prefects and Consuls Mk. II and 375; Morris Minors; Oxford Farinas; Standard Vanguard and Vignale saloons and estate cars; 115 Land Rovers; 300 Austin 'Champs'; coaches; heavy duty trucks and tractors by A.E.C., Bedford, Jensen, Leyland, Scammell and Thornycroft; hydraulic tippers; low loading, light recovery, platform, office and other trailers 10 cwts. – 10 tons; mobile tankers, 200-2,500 galls.; many other types of load carrying and dual purpose vehicles; excavators by N.K.C. and Ruston Bucyrus; mobile cranes by Coles, Hyster, Ransomes and Rapier and Taylor; scrapers; snow ploughs; factory trucks; 130 lots of plant ancillaries and spares by Blaw Knox, Caterpillar, Jones, Le Tourneau; Ruston Bucyrus, Smiths and Vickers; 150 solo and box combination motor cycles by B.S.A., Douglas, Vespa, Matchless, Triumph and Velocette.

Dec. 16 .	Plant, miscellaneous stores and clothing, including:	Ordnance Storage & Disposal Depot, Rotherwas, Hereford.	Russell, Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel. Hereford 4366).

100 binoculars 7 by 50; R106 reception sets; Murex welding plants; Evinrude outboard motors; trailer fire pumps; roller conveyors; hydraulic and other jacks; vices; small tools; M.T. spares; batteries; jerrycans; tubular racking couplings; metal pallets; used tyres; furniture; kitchen equipment; mattresses; white and coloured blankets; carpets; B.D. trousers and blouses; greatcoats and other clothing; scrap canvas and rags.

Catalogues for the sales shown above may be obtained from the relevant auctioneers 14 days prior to the date of Sale. Price 1s. 0d. (*Postal Orders only*).

MINISTRY OF PUBLIC BUILDING AND WORKS

1965	Description of Goods	Location	Auctioneers
Dec. 7 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

(*Continued on next page*)

GOVERNMENT AUCTION SALES, *continued*

BY ORDER OF THE SECRETARY OF STATE FOR DEFENCE

Breighton, East Riding of Yorkshire. 8 miles Selby, 6 miles Howden. 354 acres of Freehold Agricultural Land mostly with Vacant Possession including a modern Detached house numerous buildings and land. Suitable for a variety of Industrial, Distribution or Storage purposes and being the major part of the former Breighton Airfield, will be offered for Sale by Auction in eight convenient lots by Richard Pratt & Son on Friday, December 17, 1965, at the George Hotel, Selby, at 2.15 p.m. Vacant possession of all but 22·204 acres on completion.

The buildings include a Modern Detached House having four bedrooms and two reception rooms, etc., with garage standing in over ¼ acre of ground, an excellent steel framed, aluminium clad shed extending to about 12,600 sq. ft. with 2 ton overhead electric travelling crane, brick built workshop, timber mess hall with bar, refrigerator, and Tuvec heaters, and many other useful buildings.

Each Lot is well served with useful concrete roadways, with Vacant Possession on completion.

For Catalogues and permission to view apply to the Auctioneers: R. Pratt & Son, 2 Park Street, Selby. (Tel. Selby 111).

Wellesbourne Mountford Aerodrome, Wellesbourne, near Warwick. Situated off the Loxley Road on the southern outskirts of the village: 5 miles east from Stratford-upon-Avon, 6½ miles south from Warwick.

Important dispersal and demolition sale of first-class buildings and equipment maintained in excellent condition and briefly including approximately 30 sectional timber buildings from officers', NCO's and married quarters; about 30 Seco officers' quarters; brick buildings for demolition with steel windows and fittings; sanitary fittings; high pressure boilers; large quantity of spun steel piping; paving slabs; three billiard tables and equipment; electric ovens; potato peelers; refrigerators; food mixers and other kitchen equipment, overhead and underground electrical cabling and posts, together with a steel frame BI hangar. (Note—this building is situate at Royal Air Force Station, Little Rissington, Gloucestershire.) John Staite & Sons will sell by auction upon the site on Tuesday, December 14, at 12 noon.

On view Monday, December 13, 1965, from 10.0 a.m. to 4.0 p.m.

Catalogues containing full conditions of sale may be obtained from the auctioneer's offices at 7 Euston Place, Leamington Spa. (Tel. 21466 5 lines).

By Order of the Secretary of State for Defence

Full Sutton, East Riding of Yorkshire, 11 miles York, 2 miles Stamford Bridge. R. M. English & Son, Ltd., will sell by auction on Wednesday, January 26, 1966, at The Feathers Hotel, Pocklington, at 3.00 p.m., 490 acres of excellent well drained Freehold Agricultural Land, almost all with Vacant Possession. Three T.2 Hangars, Buildings and Land, suitable for a variety of industrial, distributive and storage purposes, being the major portion of the former: Full Sutton Airfield, to be sold in 15 convenient lots.

Particulars and Plans in the course of preparation apply: Messrs. R. M. English & Son, Ltd., Pocklington, York. (Tel. Pocklington 2106 and 3198).

'Call Export Intelligence'

We can help you profit from new markets overseas
Call EXPORT INTELLIGENCE
-and get the vital facts, key contacts and individual guidance you need-for the price of a telephone call

The Board of Trade's 'Call Export Intelligence' advertising campaign was resumed conjointly in sections of the National Press and the *Board of Trade Journal* of September 24. The resumption was decided upon following the success of the previous campaign which brought in many inquiries from all parts of the country and especially from the London and South Eastern region.

The general theme that this is a personal, confidential service to British businessmen is maintained. Emphasis is placed upon the assistance which can be given to businessmen travelling abroad, on market information, on finding a good agent, on Board of Trade publications for exporters, on the *Board of Trade Journal* itself and on trading with EFTA countries. (*See specimen advertisement on page xxii of Supplement*).

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet, with a foreword by Mr. Douglas Jay, President of the Board of Trade, containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Reference 987 G.) Tel. City 5757, Ext. 245 (Telex 25977), or from any Board of Trade Regional Office.

INDUSTRIAL FILM CATALOGUE

A new (1964-65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains 793 films and 43 filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including 182 new films, 112 of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.3. Price 4s. post free.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,050	15,373	15,373	9,140	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+29	+55
1964	124	128	145	139	123	106	153	121	164	184	152	+482	+332	+44	+47
1964															
1st quarter	123	127	142	136	123	105	146	116	156	178	143	+ 87	+ 79	+ 2	+ 3
2nd quarter	124	128	143	137	122	105	152	121	155	184	155	+164	+126	+ 5	+12
3rd quarter	124	128	146	140	123	106	155	121	169	187	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	142	125	107	159	128	174	186	156	+108	+ 50	+31	+15
1965															
1st quarter	128	132	151	146	127	108	158	138	162	189	159	+ 56	+ 49	—11	+11
2nd quarter	126	131	152	145	123	107	159	127	164	182	164	+ 85	+ 83	—15	+ 6
3rd quarter		132*				108									
1965															
April	..	131	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
June	..	130	..	..	..	107	..	..	..	..	..	..	..	..	..
July	..	132*	..	..	..	}	..	..	..	..	..	..	..	..	..
August	..	132*	..	..	..	} 108	..	..	..	..	..	..	..	..	..
September		131*				}									

	ORDERS		PRICES AND COSTS					LABOUR				IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1960	120	136	110·7	+1·0	104·5	116·0	122·5	336	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·2	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	149	136	—412
1964														
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	386	182	+25	— 5	146	135	— 78
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	368	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·6	306	233	+ 5	— 5	143	141	— 27
2nd quarter	166	127*	132·0	+5·2	111·0	129·1	156·0	304	288	+55	+33	152	141	— 52
3rd quarter	166*	117*	132·6	+4·8	110·4*	129·7*	159·9	321	284	— 4	+ 6	153	147	
1965														
April	166	123*	131·6	+5·5	110·9	128·9	155·3	299	274	+25	+14	149	143	..
May	165	123*	132·1	+5·1	111·3	129·2	156·0	305	287	+13	+ 9	157	140	..
June	166	127*	132·4	+4·9	110 7	129·3	157·2	309	302	+15	+13	148	139	..
July	166*	126*	132·4	+4·9	110·5	129·6	159·5	318	296	— 6	+ 3	152	154	..
August	166*	122*	132·7	+4·7	110·2*	129·7*	159·9	324	282	—14	— 9	157	144	..
September	165*	117*	132·8	+4·8	110·4*	129·9*	160·2	321	275	— 7	— 7	149	143	..
October			132·9	+4·8	110·7*	129·9*	160·9	309	265	—10	—12	151	146	
November								301	253	—12	—16			

† Not seasonally adjusted. * Provisional.

The chemical industry in the first half of 1965

THE SEASONALLY ADJUSTED index of production in the chemical industry, comprising the sectors listed in Table 1, averaged 159 points in the first six months of 1965, so that with an increase of 2 per cent between the first and second halves of 1964 and 2½ per cent between the second half of 1964 and first half of 1965, the index for this latter period was 4½ per cent higher than in the first half of 1964. This indicates a lower growth rate than in the previous two years when there were increases of nearly 8 per cent between 1962 and 1963 and 9 per cent between 1963 and 1964.

Production in sectors of the industry

The decline in the overall growth rate in the industry was reflected in the output of many of the more important sectors. Production of plastics materials and organic and inorganic chemicals, although still showing increases above the average for the industry as a whole, was, nevertheless, slowing down, with plastics rising by 9 per cent above the level of the first half of 1964 and organic and inorganic chemicals both rising by 6 per cent. Production in the sector covering other basic chemicals rose by 4 per cent, mainly due to a large increase in output of compressed gases which continued their rapid expansion. The pharmaceutical preparations index of production, which is at present based on National Health Service prescription data, rose by 12 per cent in this period. Sectors where small increases were shown were vegetable and animal oils and fats (higher by 3 per cent), and paint and varnish and toilet preparations which both increased output by 2 per cent. After the very high growth rate between 1963 and 1964, production of dyestuffs remained unchanged in the first six months of 1965 compared with the same period a year earlier, and in the fertilizer sector a fractional decrease was evident. A fall of 6 per cent in output of soap and detergents was accounted for by reduced production of soap.

Imports and exports

The first half of 1965 compared with the same period of a year earlier revealed a continuation of the upward trend in overseas trade, although at a somewhat lower rate than in earlier periods. At current prices, exports were higher in value by 8 per cent (or £15·8 million) and imports were also up by 8 per cent (or £10·1 million). Seasonally adjusted figures for both imports and exports rose by 6 per cent between the first and second halves of 1964 and by 2 per cent between the second half of 1964 and the first half of 1965. Chemical elements and compounds, medicinal and pharmaceutical products and plastics materials, the sectors making the largest contributions to exports by value, showed satisfactory increases, while exports of fertilizers, although relatively small, were almost doubled in the period under review. There were small decreases in the essential oils and dyeing, tanning and colouring sectors. Chemical elements and compounds which, in the first half of 1965 accounted for 40 per cent of all chemical products imported, were 13 per cent higher than in the corresponding period of 1964 and imports of medicinal and pharmaceutical products, although still small, rose by 26 per cent. Imports of plastics materials fell by 3 per cent and there was a small decrease in imports of dyeing, tanning and colouring products whilst fertilizer imports showed virtually no change.

Manpower and investment

Overall, the level of employment in the chemical industry showed little change in the first six months of 1965 compared with the same period of 1964.

A sector analysis of the industry showed that a small drop (about 1 per cent) was evident in numbers employed in chemicals and dyes production, and in the smaller sectors of polishes, gelatine and adhesives there was a decline of 7 per cent in employment. Compensating increases in employment showed in plastics materials (higher by 7½ per cent), and also in pharmaceutical preparations (higher by 3 per cent).

New fixed investment is provisionally reckoned to have been some 41 per cent higher than in the first half of 1964 and was concentrated mainly in the organics and fertilizer sectors of the industry.

Prices

After three years (1961 – 1963) of no change, the price index of total sales in the chemical industry rose by 2 per cent in 1964 and by 3 per cent in the first six months of 1965. Home market sales as a whole conformed to this pattern, although the price of plastics materials continued to fall. The price index of inputs continued the trend of 1963 and 1964. (Table 2 refers).

Table 1—Production in the chemical industry

	Per cent weight (c)	Index of Production 1958 = 100								
		1959	1960	1961	1962	1963	1964	1964		1965
								Jan.-June	July-Dec.	Jan.-June
Dyestuffs	3·9	125	141	138	135	149	179	182	176	182
Fertilizers	4·2	108	117	118	119	128	131	139	124	138
Other chemicals:										
Organic chemicals (a)	11·0	119	147	147	165	191	220	219	221	233
Inorganic chemicals	10·6	111	122	121	124	130	142	141	143	150
Other chemicals, gases, etc.	19·1									
Explosives	5·1	107	116	116	121	128	136	139	133	145
Miscellaneous chemical industries (b)	5·2									
Plastics materials	7·8	123	147	148	168	190	219	219	220	239
Paint and varnish	9·3	110	113	112	110	114	122	125	120	128
Pharmaceutical preparations	10·8	113	125	138	142	152	165	169	162	189
Toilet preparations	3·4	110	122	125	123	130	136	125	148	127
Soap, detergents, etc.	6·4	103	106	106	108	105	110	116	106	109
Vegetable and animal oil and fats	3·2	108	106	106	110	110	106	105	106	108
Total chemical industry	100·0	112	123	125	130	140	153	155	152	163
Total chemical industry seasonally adjusted		112	123	125	130	140	153	152	155	159
Total all UK productive industry seasonally adjusted		105	113	114	115	119	128	127	129	132

(a) Including coal tar chemicals. (b) Adhesives; polishes; insecticides, disinfectants, etc.; printing ink. (c) Per cent of net output (excluding amounts paid for services) in 1958.

Table 2—Movement in prices in the chemical industry, 1959-1965

(1954 = 100)

	1960	1961	1962	1963	1964	1965 Jan.-June
Materials and fuel used (a)	108	108	105	107	111	116
Total sales (a)	104	103	103	103	105	108
Home market sales (a)	106	105	105	105	107	110
Of which:						
General chemicals	105	104	102	100	100	101
Pharmaceutical preparations	99	98	99	98	100	101
Plastics materials	86	81	78	77	76	75

(a) Including the Lubricating Oils and Greases sector (Minimum List Heading 263) in addition to the Chemical Industry as defined in the rest of this article (Minimum List Heading 271-277 of the Standard Industrial Classification, 1958).

Private pension funds invest in company debentures

SUBSTANTIAL NET INVESTMENT in company debentures, continued net investment in government securities and a fall in net holdings of cash and other short-term assets are the most notable features of the statistics of private pension funds' transactions in assets in the third quarter of 1965.

Total net investment by private pension funds is estimated at £53 million for the third quarter, £16 million lower than in the second quarter and £5 million lower than in the third quarter of 1964. In the first nine months of 1965 these funds have added £187 million to their assets, about a tenth more than in the corresponding period of 1964.

For the fourth successive quarter, funds have been net buyers of government securities, although at a slightly lower level (£12 million) than in the previous three quarters (£19 million in the fourth quarter of 1964, £14 million in the first quarter of 1965 and £15 million in the second) but well above the level in the third quarter of 1964 when there was a slight disinvestment. The bulk of the new money went into stocks with over 10 but under 15 years to maturity.

Investment in company securities at £43 million was £7 million higher than in the previous quarter, despite a further fall in investment in equities which, at £20 million, was about £4 million below the smallest quarterly increase recorded hitherto (in the previous quarter). In contrast net investment in debentures rose by £10 million to £26 million, which was over twice the level in the third quarter of 1964. This movement is in line with the substantial new issues of company debentures in the third quarter (£120 million compared with £85 million a year ago) at a time when new equity issues have been small (£10 million compared with £44 million a year ago).

The rise of £6 million in total net holdings of cash and other short-term assets during the second quarter was reversed in the third quarter when holdings fell by nearly £11 million to £101 million, bringing total net investment to £16 million less than in the second quarter, although the total of investments was marginally up in the third quarter.

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and non-profit making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

Totals in the table in this article are not always equal to the sum of their components because of rounding; similarly, the figures of net investment are not always equal to the difference between the rounded figures of the value of assets acquired and assets realised. For a further description of the statistics, see *Board of Trade Journal*, July 9, 1965.

Overseas bulk postings to be cut

THE GENERAL POST OFFICE announce that they are to cut postage charges for bulk postings of printed matter going overseas by an average of 9 per cent or even more from February 1, 1966.

Net investment in assets by private pension funds (1)

£ million

Assets	Net Investment						Transactions								
	Year	1964				Year	1st Quarter, 1965			2nd Quarter, 1965			3rd Quarter, 1965		
	1963	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1964	Assets Acquired	Assets Realized	Net Investment	Assets Acquired	Assets Realized	Net Investment	Assets Acquired	Assets Realized	Net Investment
Public sector securities:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years		— 3·5	+ 1·6	— 0·2	+ 0·4	— 1·7	6·3	5·6	+ 0·7	19·6	6·9	+12·7	15·9	20·4	— 4·5
Over 5 and up to 10 years	—17·3	— 3·5	—	— 2·8	+ 0·4	— 5·9	10·9	5·1	+ 5·8	15·7	10·0	+ 5·7	12·1	8·8	+ 3·3
Over 10 and up to 15 years		— 0·1	— 0·8	— 3·4	+ 1·7	— 2·6	10·3	9·5	+ 0·8	11·3	11·9	— 0·6	27·2	10·6	+16·6
Over 15 years		— 8·6	— 4·9	+ 7·5	+16·0	+10·0	30·9	23·4	+ 7·5	15·1	18·0	— 2·9	16·1	21·3	— 5·2
Undated		+ 1·2	— 0·2	— 1·4	—	— 0·4	1·2	2·2	— 1·0	1·4	1·8	— 0·4	6·1	4·4	+ 1·7
United Kingdom local authority securities:															
Quoted:															
Period to maturity:															
Up to 10 years	+14·5	+ 1·6	— 0·7	— 0·2	— 1·3	— 0·5	2·7	2·7	—	1·7	1·5	+ 0·2	3·2	1·4	+ 1·8
Over 10 and up to 15 years		— 0·2	+ 0·3	— 0·3	—	— 0·2	2·8	2·4	+ 0·4	2·6	1·8	+ 0·8	1·5	0·8	+ 0·7
Over 15 years and undated		+ 1·3	+ 0·3	— 0·5	+ 0·1	+ 1·2	6·6	2·5	+ 4·1	3·9	1·1	+ 2·8	3·1	3·5	— 0·4
Unquoted	+ 1·3	+ 0·6	+ 1·8	—	+ 1·1	+ 3·5	4·2	3·2	+ 1·0	2·1	1·3	+ 0·7	1·2	2·0	— 0·8
Total of public sector securities	— 1·5	—11·2	— 2·5	— 1·4	+18·5	+ 3·4	75·9	56·5	+19·4	73·4	54·4	+19·0	86·5	73·3	+13·2
Other investments:															
Company securities:															
Ordinary shares	+134·2	+35·4	+39·3	+33·9	+24·7	+133·3	41·8	11·5	+30·3	45·4	21·5	+23·9	35·4	15·3	+20·1
Preference shares	+ 1·5	+ 0·6	+ 0·6	+ 0·5	— 0·1	+ 1·6	1·2	0·8	+ 0·4	0·7	3·6	— 2·9	0·7	3·4	— 2·7
Debentures, etc.	+ 57·4	+14·7	+ 9·9	+11·0	+ 5·7	+41·3	25·7	6·8	+18·9	21·8	6·3	+15·5	34·2	8·2	+25·9
Mortgages and loans	+ 3·3	+ 1·9	+ 0·7	— 1·2	+ 0·4	+ 1·8	3·6	3·7	— 0·1	4·5	1·9	+ 2·6	2·7	1·5	+ 1·2
Overseas government, etc. securities	+ 0·3	— 0·6	— 1·2	— 1·0	— 1·3	— 4·1	0·5	1·7	— 1·2	0·6	2·2	— 1·7	1·5	1·7	— 0·2
Other investments	+ 17·7	+ 2·1	+ 4·3	+ 4·4	+ 4·9	+15·7	5·2	0·1	+ 5·1	6·2	0·3	+ 5·9	6·2	0·7	+ 5·5
Total of other investments	+214·4	+54·1	+53·6	+47·6	+34·1	+189·5	78·1	24·6	+53·5	79·1	35·8	+43·3	80·6	30·8	+49·8
Total of investments	+212·9	+42·8	+51·1	+46·2	+52·7	+192·9	154·0	81·0	+72·9	152·5	90·2	+62·3	167·1	104·1	+63·0
							Balances			Balances			Balances		
							Dec. 31, 1964	Mar. 31, 1965		Mar. 31, 1965	June 30, 1965		June 30, 1965	Sept. 30, 1965	
Cash and other short-term assets:															
Cash in hand and with UK banks	+ 1·5	—10·0	+ 2·4	— 2·6	+11·3	+ 1·1	42·0	31·9	—10·0	31·9	33·7	+ 1·8	33·7	30·6	— 3·1
U.K. local authority bills and temporary money		+14·5	+ 2·2	+ 9·1	+ 6·9	+32·7	49·4	56·4	+ 7·0	56·4	54·8	— 1·6	54·8	49·5	— 5·3
Other short-term assets		+ 1·6	+ 0·6	+ 2·5	— 0·6	+ 4·1	28·2	28·8	+ 0·6	28·8	30·3	+ 1·5	30·3	31·4	+ 1·1
Short-term liabilities		+ 6·0	— 0·3	+ 2·4	+ 0·2	+ 8·3	7·6	11·7	— 4·1	11·7	7·5	+ 4·2	7·5	10·8	— 3·3
Total net cash and other short-term assets	+ 1·5	+12·2	+ 4·9	+11·4	+17·8	+46·3	111·9	105·4	— 6·5	105·4	111·3	+ 5·9	111·3	100·8	—10·5
Total net investment	+214·5	+55·0	+56·0	+57·7	+70·5	+239·2			+66·4			+68·2			+52·5

(1) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
— = Nil or less than £·05 million.

Turnover of the motor trades in September

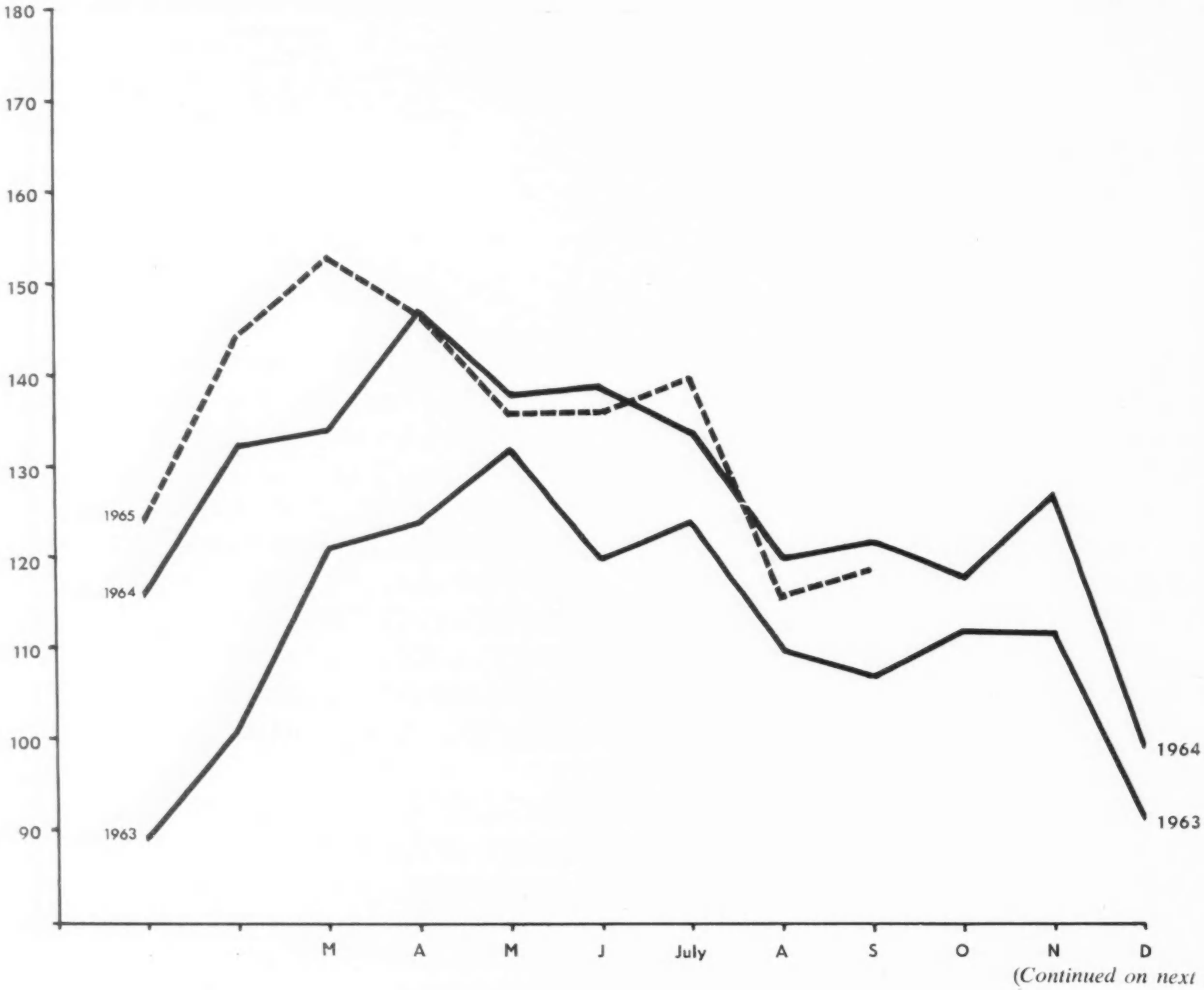
THE TOTAL TURNOVER of the motor trades in September, which was 2 per cent below the level of turnover in September last year, continued to show the slack trading which had been evident since April. The pattern of trading so far this year is shown clearly in the quarterly figures. Sales in the first quarter were 11 per cent higher than in the first quarter of 1964 and indicated a continuation of the strong upward trend of the two previous years. Sales in the second and third quarters, however, were running only at about the same level as in the corresponding quarters of 1964.

The movement of each of the three components of turnover in September also showed a continuation of the trend in recent months. Sales of new motor vehicles and sales of secondhand motor vehicles in September were 12 per cent and 9 per cent respectively below the level of sales in the corresponding month of 1964. On the other hand all other sales and receipts, mainly sales of petrol, oil and spares and receipts from servicing and repairs, showed an increase of 9 per cent compared with the same month a year earlier.

As pointed out in the article introducing these series published in the *Board of Trade Journal* of September 24, 1965, the turnover indices reflect changes in the value of sales at current prices and are therefore affected by changes in the price of the goods and services provided by the motor trade. While it is unlikely that changes in the prices of motor vehicles during 1964 and 1965 significantly affect the trend in the movement of vehicle sales shown in this series, the expansion of other sales and receipts as shown in value terms owes something to price increases; for example petrol prices have been affected by the increase in duty of 6d. a gallon which took place in November 1964.

Turnover in the Motor Trades

Index numbers of total turnover per week (1962 = 100)



(*Continued on next page*)

Statistical classification for imported goods and for re-exported goods, 1966

A REVISED edition of the Statistical Classification for Imported Goods and for Re-exported Goods is being issued for use on and after January 1, 1966, for the guidance of users of the statistics and may be obtained direct from HM Stationery Office, or through any bookseller, price 11s. 0d. This classification sets out the descriptions and the related code numbers under which goods imported into, or re-exported from, the United Kingdom or the Channel Islands are classified for the purposes of the published external trade statistics.

All information about statistical requirements on import entries, the forms to be used, etc., is contained in the Customs and Excise Tariff.

N. Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for September, 1965, prepared by the Ministry of Commerce is 145 (1958=100). This is 7 points higher than August, 1965 and September, 1964.

The index numbers for the main industrial groups for September, 1965, with the increase or decrease on September, 1964 shown in brackets are: textiles 139 (+2 points); clothing 129 (−7); engineering and metals 112 (+15); food, drink and tobacco 127 (+12); timber and furniture 134 (−21); other manufacturing industries 321 (−2); construction 153 (+2); gas, electricity and water 157 (+16).

Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec
TOTAL TURNOVER	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
(£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	135(*b*)	141	140	125		124	144	153	147	136	136	140	116	119			
	1964	+13	+22	+13	+11	+9	+31	+30	+11	+18	+5	+16	+8	+10	+14	+5	+14	+8
	1965	+3(b)	+11	—1	Nil		+7	+9	+14	Nil	—1	—2*	+4	—3	—2			
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
(£1,119 million)	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	148(b)	172	151	122		144	176	192	165	142	147	149	105	113			
	1964	+20	+33	+18	+16	+12	+42	+42	+22	+28	+3	+23	+12	+17	+20	+4	+24	+7
	1965	—2(b)	+12	—9	—8		+6	+11	+15	—11	—9	—8	+1	—14	—12			
Sales of secondhand motor vehicles	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
(£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	128(b)	132	142	110		107	138	148	162	142	126	127	104	102			
	1964	+11	+21	+12	+7	+3	+45	+39	Nil	+14	+7	+15	+4	+2	+13	+2	+7	Nil
	1965	Nil(b)	+6	Nil	—7		+3	+2	+12	+12	—3	—7	—2	—9	—9			
All other sales and receipts	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
(£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127(b)	118	129	133		115	119	121	126	129	131	137	130	132			
	1964	+8	+10	+7	+8	+9	+15	+14	+3	+8	+6	+9	+6	+6	+10	+7	+7	+12
	1965	+10(b)	+12	+9	+9		+11	+10	+14	+10	+9	+7	+11	+7	+9			

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by September, 1965 turnover was the five weeks from August 29 to October 2, the corresponding period in 1964 was from August 30 to October 3.
(b) Cumulative figures for January to September compared with corresponding period of 1964.
* Revised.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1.

Monthly at £1 a year, post free:
Rotating Electrical Machinery for July 1965.
Watches and Clocks for August 1965.
Motor Cycles, Three-wheel Vehicles, Pedal Cycles and Parts for September 1965.
Salt for September 1965.
Wheeled Tractors for September 1965.

Quarterly at 7s. 6d. a year, post free:
Hosiery and other Knitted Goods for May-July 1965.
Carpets and Rugs for June-August 1965.
Toilet Preparations for June-August 1965.

Overdrafts of the nationalized industries

THE total bank overdrafts of the nationalized industries at November 17, 1965, amounted to £43.4 million, of which £32.5 million was from the clearing banks and £10.9 million from the Scottish banks.

Production of man-made fibres in October

TOTAL PRODUCTION by weight of man-made fibres in October was 8 per cent less than in October 1964. Within the total, output of continuous filament was 3 per cent less and output of staple fibre was 12 per cent less.

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1961 (quarterly average)	65·5	76.4	141·9
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1964 2nd quarter	93·9	109·3	903·2
3rd quarter	89·6	105·4	195·0
1965 2nd quarter	101·0	120·8	221·9
3rd quarter	93·7	105·8	199·5
1964 August	27·9	32·9	60·8
September	30·4	36·7	67·1
October	34·3	42·4	76·7
1965 August	31·4	30·6	62·0
September	31·5	36·4	67·9
October	33·4	37·4	70·8

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, November 26, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Pathe Pic. Series 560/572:					
Pathe Pic. No. 572	Br/E 30809	9	November 22	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Look at Life Series 27:					
When the Debs Come Out	Br/E 30810	9	November 22	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
The Heroes of Telemark	Br/E 30811	131	November 23	,, ,,	Benton Film Productions Ltd.
This Year, Next Year	Br/E 30822	30	November 25	British Lion Films Ltd.	Paul Barralet Productions Ltd.
Movietone News 1902A	Br/E 30412	6	November 26	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1903	Br/E 30413	7	November 26	,, ,,	,, ,,
Pathe News 65-94	Br/E 30492	8	November 26	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-95	Br/E 30493	8	November 26	,, ,,	,, ,,
FOREIGN					
The Great Race	F 30808	152	November 22	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.
Nine Days of One Year	F 30812	96	November 24	Contemporary Films Ltd.	Sovexportfilm Malygnezdnikovsky, Pereulok 7, Moscow.
(a) Charulata: (b) Charulata – The Lonely Wife	F 30813	115	November 25	Amanda Films Ltd.	R.D.B. and Co., Calcutta, India.
Darn Barn	F 30814	5	November 25	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
Git that Guitar	F 30815	5	November 25	,, ,,	,, ,,
Robots in Toyland	F 30816	5	November 25	,, ,,	,, ,,
Twinkle, Twinkle Little Telestar	F 30817	6	November 25	,, ,,	,, ,,
Bologna	F 30818	18	November 25	Supreme Film Distributors Ltd.	Ente Nazionale Italiano per il Turismo, Rome.
Sardinia	F 30819	10	November 25	,, ,,	,, ,,
Venice, a Dream is a Town	F 30820	10	November 25	,, ,,	,, ,,
Rome for Beginners	F 30821	14	November 25	,, ,,	,, ,,
Lady L	F 30823	124	November 25	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer Inc.
Harem Holiday	F 30824	84	November 25	,, ,,	Four Leaf Productions and Gene Nelson.
The Spartan Gladiators	F 30825	87	November 25	,, ,,	Sanson Film S.r.l., Rome.
The Glory Guys	F 30826	111	November 26	United Artists Corp. Ltd.	Bristol Pictures Inc.

Exhibitions and Fairs

Nine British firms show their products at Paris Clothing Exhibition

THE TENTH International Women's ready to wear clothing exhibition was held at the Porte de Versailles, in Paris, from November 6-11. This international show was attended by nine British firms who took part in a joint venture scheme organized by the Board of Trade and the British Fashion Export Group. One British firm participated independently, All the firms but two had exhibited at this Salon before, and many were there for the sixth or seventh time. Experience has shown that it takes more than one visit to create an interest at the exhibition.

This year the exhibition was even more international with Czechoslovakia and the United States taking part for the first time, alongside manufacturers from such countries as Sweden, Germany, Belgium, Switzerland, Israel, Italy, Spain, and, of course, France. Not only were there more exhibitors than at the last spring-summer showing of 1964, but there were also 2,000 more visitors and orders came from many sources, including Scandinavia, the Republic of South Africa, the United States, the whole of the Common Market countries, and even New Caledonia.

The British firms – one of which had just won (in competition with 40 French makers-up) the cup awarded to the best exhibitor at the first Ladies' Ready-to-Wear Clothing Festival in Cannes – were active the whole time. Business was brisk, and it is estimated that some £250,000 worth of orders were taken by members of the joint venture. Buyers now know that they can get good quality garments styled to suit the continental tastes at very competitive prices from British manufacturers who have now begun to make a serious impression in the European market.

British manufacturers who have come regularly to this exhibition consider themselves established on the continent. Now they are in the process of expanding, both by encouraging their agents to increase business and by advertising heavily in the French National and Women's Press.

The exhibition was visited by Sir Patrick Reilly, the British Ambassador to France, and Lady Reilly, who were impressed by the quality and taste of the goods on show at the British stands. It is hoped that the success of the British firms which come to Paris regularly for a six-day bout of hard selling will encourage other firms to make their continental debut: all that is needed is good quality, competitive and attractive merchandise. The Export Promotion and Fairs Branch of the Board of Trade will supply information on joint-venture participation in this exhibition, to any interested manufacturer.

Visitors at one of the stands at the Women's ready to wear clothing exhibition in Paris.

Jewellery exhibition at London Design Centre

The first exhibition of modern British jewellery at the Design Centre, London, was opened on November 15 by Mr. Philip Oppenheimer, a director and member of the London Committee of De Beers Consolidated Mines Ltd. This picture shows Mr. Oppenheimer (right) speaking during the reception with Mr. Elkan Simons (left), chairman of the Design and Research Centre for the Gold, Silver and Jewellery Industries and The Hon. G. H. C. Chubb (centre), chairman, Chubb and Son Ltd., and Member of the Council, CoID.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of C.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 *Tothill Street, London, S.W.*1. (*Tel. Abbey* 6376).

Retail selling in EXPO '67 Montreal

AN OPPORTUNITY for retail selling will occur at the World Exhibition in Montreal (April 28-October 27, 1967), where boutiques are available for hire in a good area close to the British Pavilion. These boutiques are in units of 200 sq. ft. and may be rented for the duration of the exhibition for $19.50 per sq. ft. The organizers of the exhibition will levy a charge of 12 per cent. on gross receipts from the sale of food and beverages and 15 per cent on the sale of all other goods.

Further details are available from Mr. W. R. Ray, Office of the British Commissioner General, Central Office of Information, Hercules Road, London, S.E.1. (Tel. Waterloo 2345).

Any firm or organization wishing to take advantage of this opportunity should communicate with Mr. Ray *immediately*: the organizers have advised the Commissioner General that the offer of these boutiques can only be held open for a very short time.

Lyon British Week has curtain raiser for UK firms in March 1966

BRITISH MANUFACTURERS who are planning to take part in the British Week at Lyon from October 21 to 30, 1966, will be interested to know that the Board of Trade is making special arrangements to enable them to give a preview of their merchandise at the Lyon International Fair, which takes place from March 26 to April 4, six months before the opening of the Week.

The Lyon Fair is one of the major trade fairs in Western Europe. It will provide a valuable opportunity for presenting British goods, and for making contact with potential buyers in readiness for the Week. It is particularly suited to the display of leather goods and footwear, household articles, hardware, handtools, instruments, gardening equipment, food and drink, drugs and cosmetics, pottery and china, stationery and office equipment.

The Board of Trade has taken space at the International Fair which will enable an area of 8 square metres (over 80 square feet) to be available to each firm who wishes to participate. The charge for this space and also for the standard fittings will be paid by the Board of Trade. Manufacturers will therefore be able to show their products at a minimum cost.

Applications forms, which must be returned to the Board of Trade *not later than December* 17, 1965, and further details can be obtained from Mr. G. F. Snell, Export Promotions and Fairs Branch, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877 Ext. 2764) or Mr. J. W. F. McConnell, Export Council for Europe, 27/28 Northumberland Avenue, London, W.C.2. (Tel. Whitehall 3121).

The Lyon Guide, which replaces the 'ECE Handbook' issued for previous British Weeks, has now been published. So far over 4,000 copies have been distributed to manufacturers.

(*Exhibitions & Fairs continued on page* 1337)

BOARD OF TRADE

Trends in United Kingdom and world exports of manufactures in 1964

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THIS IS THE LATEST in a series of annual reports which are published in the *Board of Trade Journal*. It examines the developments in 1964 in world exports of manufactured goods and looks at the position of the United Kingdom in relation to other major exporters. The last section of the article presents an analysis designed to show the extent to which changes between 1954 and 1964 in the United Kingdom's share of world trade in manufactures are a reflection of the particular commodity and area pattern of our exports.

The value of *world exports of manufactures* in 1964 was nearly 15 per cent higher than in the previous year (Table I). This rate of increase was the fastest recorded since 1960 and was considerably above the average annual rate of growth of some 8½ per cent achieved over the past decade. The increase last year in the volume of world trade in manufactures, allowing for changes in the unit value of exports, was nearly 13 per cent compared with the previous year. This was considerably faster than the 8 per cent growth in world industrial production and both increases were considerably above the average annual rates of growth in 1954-1964 which were 7·3 per cent and 4·7 per cent respectively. The United Kingdom was one of the most rapidly growing markets for manufactured goods last year, and exports to this country increased by 26 per cent. But the exclusion of the United Kingdom market does not alter the general picture, and the value of exports of manufactures to all markets except the United Kingdom rose by over 14 per cent last year.

Markets in the industrial countries in aggregate continued to expand more rapidly than those in primary producing countries, with the value of world exports of manufactures to industrial countries increasing by nearly 16 per cent in 1964, considerably faster than the 11 per cent average rate of increase over the past decade. Exports to primary producers increased by nearly 13 per cent following a three-year period in which demand in these markets increased only slowly; this expansion compares with a trend growth of 5 per cent per annum.

Exports from each of the main supplying countries, with the single exception of Western Germany, increased in 1964 at rates which exceeded the country's average rate between 1954 and 1964 (Table II). United Kingdom exports of manufactures to all markets were only 5 per cent greater in 1964 than in the previous year. This rate of growth, roughly in line with an average annual increase of some 4¾ per cent over the past decade, was smaller than the 6½ per cent increase achieved in 1963 even though world demand was growing more rapidly in 1964 than in 1963. This rather slow growth, relative to that of our competitors, was widespread throughout our main markets with the exception of the EFTA markets where our exports increased last year by nearly 13 per cent; our exports to Japan rose very sharply, by 34 per cent, but Japan is not an important market for the United Kingdom. Our exports to both the EEC and to the non-OECD Sterling area increased only slowly compared with the rates of growth achieved in 1963 and there was a considerable fall in our exports to the Sino-Soviet Block market. The relatively weak performance of our exports last year was particularly marked among engineering products, which account for half of our total exports of manufactures; our engineering exports increased by only 1 per cent, well below the 14 per cent recorded by the main manufacturing countries in aggregate.

Exports from the United States, the largest supplier of manufactured goods, increased by more than 18 per cent compared with 5½ per cent in 1963, while exports from Italy, the Netherlands, Canada and Japan were all more than 20 per cent above the level of 1963. The expansion of exports from France was one of the least rapid of the main supplying countries; even so the increase of nearly 11 per cent was more than the 8 per cent achieved in 1963 and more than twice as fast as the growth in 1964 of United Kingdom exports of manufactures.

Markets in industrial countries

Exports of manufactures to the *United Kingdom* by other manufacturing countries increased by more than 26 per cent compared with 1963. Exports to this country by both the United States and Japan increased by more than 40 per cent while those from Germany, Italy, Switzerland and Canada all rose by more than 20 per cent.

World exports to both the *United States and Canada* increased very strongly in 1964 (16 per cent and 18 per cent respectively) at rates which were substantially higher than in 1963, but our exports rose by only 5 per cent to the United States and 8 per cent to Canada, although these increases were better than those we achieved in 1963. Inter-trade between the two countries played a considerable part in the growth, but exports from Japan to the United States increased by 25 per cent in 1964 and to Canada by 36 per cent. In addition, exports from the EEC to the Canadian market increased very considerably (20 per cent above the level of a year earlier) after remaining relatively level between 1961 and 1963.

The *EEC* market was slightly less expansionary last year than in 1963, exports to it from all suppliers growing by 14½ per cent compared with 16 per cent in 1963; but while our exports to the EEC had risen by nearly 14 per cent in 1963, the increase last year was only 3 per cent. Trade between member countries, which accounted for almost 70 per cent of world exports of manufactures to the EEC, increased more strongly but the rate of growth of 17 per cent was less rapid than the 19 per cent increase achieved in 1963. Of the major suppliers, exports from the Netherlands, Italy and Belgium/Luxembourg all increased at rates in excess of 20 per cent and in all three cases the growth was faster than that achieved in 1963. United States exports, too, expanded strongly in this market, the rate of increase of 15 per cent being considerably more than the 9½ per cent achieved in 1963. West German exports increased by less than 10 per cent in 1964, following a rise of nearly 23 per cent in the previous year.

The *Japanese* market for manufactures increased by 18½ per cent in 1964, more than twice as fast as in 1963, and a little faster than the annual average increase of 17 per cent over the past decade. Although this is not an important market for the United Kingdom – Japan takes less than 2 per cent of our exports – our exports of manufactures to Japan rose by 34 per cent, which was much faster than any of the other main suppliers except Sweden, Canada and the Netherlands and also faster than the increase in United Kingdom exports to all other markets shown in Table V. The United Kingdom supplied more than 10 per cent of the total exports by manufacturing countries to the Japanese market in 1964 and was the third largest supplier of manufactures, after the United States and Germany. Exports from the United States increased by over 14 per cent, after two years of moderate growth, and supplied slightly more than half of the total, while German exports increased by 10 per cent, and supplied 16 per cent of the market.

Markets in the primary producing countries

There was strong growth in 1964 of world exports of manufactures to the *non-OECD Stering area* where demand for these goods increased more rapidly in 1964 than in 1963 (14½ per cent compared with 12 per cent). The Sterling area takes roughly one-third of all United Kingdom exports of manufactures, but the increase recorded by our exports last year was only 4½ per cent. This was a slower growth than the 8 per cent achieved in the previous year but the rates of growth in both years was above the trend rate of 1½ per cent per annum over the past decade. The relative weakness in our exports to the non-OECD Sterling area was considerably influenced by the performance of our exports

in the more developed sterling countries. Our exports to Australia increased by only 8 per cent in 1964 compared with a growth of 26 per cent by the main suppliers in aggregate. In South Africa, the corresponding rates of increase are 13 per cent and 25 per cent, and in New Zealand 2 per cent and 8 per cent. As a result of these developments, the United Kingdom share of exports of manufactures fell very substantially in each of these markets.

Exports to the overseas Sterling area from the United States increased by more than 24 per cent – much faster than the average growth – while Western Germany's exports increased by 13 per cent. Most of the other suppliers increased their exports substantially – with exports from Canada, Italy and Japan increasing particularly strongly – and all showed a higher rate of increase than the United Kingdom.

After a run of poor years, world exports of manufactures to *Latin America* increased by nearly 14 per cent in 1964. This improvement played a significant part in the acceleration of the primary producer market as a whole. Exports from the United States, which is of course the principal exporter to Latin America, rose faster than the average, an increase of nearly 18 per cent. United Kingdom exports increased by 4 per cent following three successive years of decline, and this represented a considerable recovery after the sharp fall of the previous year. However, Japan, with an increase of 25½ per cent, overtook the United Kingdom to become the third largest supplier to these markets after the United States and Western Germany. Germany's exports increased by 6 per cent in 1964 compared with their level in the previous year.

Exports of manufactures to the *Sino-Soviet Bloc* expanded almost as fast as world exports to all markets in 1964. The increase of 14 per cent compared with the previous year was the highest since 1960. The chief beneficiaries were Japan (57 per cent), Sweden (35 per cent), the United States (27 per cent) and Germany (24½ per cent). Exports from the United Kingdom fell by 16 per cent and were below the level achieved in 1961.

Exports of commodities

Table III shows clearly that the relatively slow growth of the United Kingdom's exports last year was particularly marked in engineering products (machinery of all kinds and transport equipment). In 1964, world exports of this group of commodities increased by 14 per cent, while exports from the United Kingdom increased by only 1 per cent. This relatively poor performance is only partly attributable to exports of ships, aircraft and aircraft engines, which can vary considerably from year to year. Even if these items are excluded, our other engineering exports increased by only 3 per cent. Exports of engineering products from the United States rose strongly by 18 per cent while those from Western Germany increased by 10 per cent compared with 1963. United Kingdom exports increased relatively slowly in all the market areas distinguished with the exception of Japan where we achieved an increase of 19 per cent. United Kingdom exports to the EEC fell 4 per cent below the level of the previous year as a result of falls in exports of both non-electrical machinery and transport equipment. Exports of these products by the main manufacturing countries (excluding the United Kingdom) to the EEC increased by 11 per cent. The primary producer markets also played an important part in the weak export growth of United Kingdom engineering products. In the non-OECD Sterling area our exports of these products increased by only 3 per cent following a rise of 14 per cent in 1963, whereas the increase last year in exports by manufacturing countries in total was 16 per cent, following an increase of 17 per cent in 1963. In both Latin America and the Sino-Soviet Bloc, United Kingdom exports of engineering products fell below the 1963 level by 5 per cent and 19 per cent respectively.

Among the product groups distinguished in Table VI, the fastest growing in world trade in 1964 were iron and steel and chemicals which increased by 18 per cent and 17 per cent respectively compared with 1963. United Kingdom iron and steel exports increased at less than half the world rate although our growth of 6 per cent was greater than the 2 per cent recorded in 1963. In chemicals, although the United Kingdom increase of 12 per cent over the previous year was below the world average, it was the fastest growth recorded since 1955 and was almost twice as fast as the average rate of growth recorded over the past decade. Considerable increases in exports of iron and steel were recorded by Japan (30 per cent), United States (29 per cent) and Canada (24 per cent). Swedish exports of iron and steel increased by 23 per cent but

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the most significant increase among the European suppliers was one of more than 40 per cent in Italian exports, following three years during which exports had remained flat. Exports of chemicals from both the United States and Japan increased by 22 per cent compared with 1963; Swedish exports increased by 20 per cent and those from the EEC by 17 per cent with exports from Italy and the Netherlands being the fastest growing of the member countries. Other commodities for which world demand grew strongly in 1964 were fabrics of synthetic fibre and machinery and transport equipment; each of these increased by 14 per cent. United Kingdom's exports of the former increased at an above world average rate (20 per cent) but they only account for a very small part of the United Kingdom's trade.

Effect of market and commodity pattern on United Kingdom export performance

OVER THE PAST decade the United Kingdom's share of the value of world exports of manufactures has fallen continuously from 20 per cent in 1954 to about 13½ per cent last year. The fall in share has varied from year to year but on average the loss has been of the order of one half of one percentage point per annum. At the beginning of the period, the pattern of our trade, both in terms of the relative importance of the commodities we exported and the markets to which they were sold, differed markedly from the pattern of world exports of manufactures. In 1954 for instance 49 per cent of our exports of manufactures went to the non-OECD Sterling area, although the latter took only 17 per cent of world exports of manufactured goods; and exports of transport equipment and machinery accounted for a rather higher proportion of our trade than of world trade – 47 per cent against 39 per cent. The question arises of the extent to which our dependence upon particular commodities and markets may explain, to a greater or lesser degree, the relative weakness of United Kingdom exports, since if our exports were made up of commodities for which demand is growing only slowly or if our major markets were less expansionary than others, our exports in total would grow less rapidly than the world average.

Several studies were made in this and other countries designed to throw light on the extent to which the particular market and commodity pattern of the exports of each of the main industrial countries has contributed to the divergence between the rate of growth of their exports of manufactures and the growth of total world trade in manufactures. Most of these related to periods of three to five years in the mid-1950's. They each suggested that, over this period, the market and commodity pattern of their export trade was not the major factor determining the relative rates of growth of their exports. Indeed, in the case of most of the main exporting countries, including the United Kingdom, it accounted for only a small part of the change in their share of world trade.

The present study relates only to United Kingdom exports and has been designed to reveal the influence of the structure of our export trade on the decline in our share of world exports between successive pairs of consecutive years, as well as over a longer period than that covered by earlier studies.

There is no unique way of measuring the effect of the market and commodity patterns of trade on the United Kingdom's share of world trade over a period of years. One approach, for instance, is to estimate how United Kingdom exports of manufactures in total would have grown between two periods if, given our rates of change in exports of particular commodities to specified markets, the proportion of our exports going to each market in the earlier period had been the same as the world pattern, and to compare this with the rate of increase which actually took place. An alternative approach is to consider the growth of United Kingdom exports which would have occurred in a given period, had we maintained our share of world exports of each commodity to each market. This second approach has been adopted in this present exercise. For each pair of consecutive years between 1954 and 1964 we have calculated what our exports of a particular commodity to a specified market would have been in the second of the two years if our exports had increased (or declined) at the same rate as total world exports of the commodity to the market between the two years. These 'notional' exports have been aggregated for each year to derive an estimate of what the United Kingdom's share of world trade would have been if, given the pattern of our exports in each market, we had kept pace with our competitors. The differences between the 'notional' share and our actual share in the previous year can be attributed to the effect on our relative performance of the area and commodity pattern of our trade. The remaining change in our share can be attributed to the sum effect of all other factors affecting our exports. By combining the results over the whole 10 year period, a measure is obtained of the proportion of the fall in our share of world trade in manufactures of 6½ percentage points between 1954 and 1964 which can be attributed to the pattern of our trade.

Table A shows that the effect of the market/commodity composition on our export performance varies from year to year. In 1956 and 1959 a large part of the fall in share may be attributed to our particular market/commodity pattern and in 1961 the loss of share was not quite as large as might have been expected given the United Kingdom export pattern in 1960. On the other hand there are a number of years in which we might have expected an increase in share whereas our share in fact declined.

But while, in any one year, particular features of the commodity or area pattern of our exports have an important bearing on the change in our share of world trade, over the whole period 1954-1964, the table shows that our total loss of share was about 6½ percentage points while the loss that could have been expected had our exports increased at the world rate for each market/commodity in successive years was of the order of one-third of a percentage point. That is to say that, given the way the commodity/market pattern of world trade has developed from year to year, the dependence of the United Kingdom on particular markets and commodities only accounted for about 6 per cent, on average, of our loss of share. An alternative measure of the influence of the commodity and market pattern of United Kingdom exports over the 10 year period is to calculate directly what total exports in 1964 would have been if exports of each commodity group to each market had expanded (or contracted) at the world rate between 1954 and 1964. (In effect the method uses a fixed (base) weighting pattern instead of changing weights). The results of such a calculation imply that over this particular period, no part of the loss in the United Kingdom share of world trade in manufactures could be attributed to the structure of our export trade. Each of these alternative measures suggests, therefore, that the particular pattern of trade was only a very minor factor contributing to the slower growth in United Kingdom than in world exports between 1954 and 1964.

Table A. United Kingdom percentage share of world exports of manufactures to all markets

	(1) United Kingdom's actual share of world trade in manufactures	(2) Notional United Kingdom's share of world trade in manufactures	(3) Actual change in United Kingdom's share between successive years	(4) Estimated change in United Kingdom's share due to commodity and market pattern	(5) Annual increase in exports of manufactures: World	(6) Annual increase in exports of manufactures: United Kingdom
	per cent	per cent	percentage points	percentage points	per cent	per cent
1954. .	20·11	—			+ 8·1	+ 3·5
1955. .	19·33	20·13	—0·78	+0·02	+14·2	+ 9·7
1956. .	18·79	18·92	—0·54	—0·41	+13·5	+10·4
1957. .	17·88	18·88	—0·91	+0·09	+10·9	+ 5·5
1958. .	17·80	18·09	—0·08	+0·21	— 1·5	— 2·0
1959. .	17·25	17·55	—0·55	—0·25	+ 8·0	+4·6
1960. .	15·92	17·32	—1·33	+0·07	+15·5	+ 6·6
1961. .	15·71	15·65	—0·21	—0·27	+ 5·4	+ 4·0
1962. .	15·15	15·80	—0·56	+0·09	+ 6·1	+ 2·4
1963. .	14·90	15·32	—0·25	+0·17	+ 8·4	+ 6·7
1964. .	13·65	14·82	—1·25	—0·08	+14·6	+ 5·0
1954/1964.			—6·46	—0·36	+ 8·6	+ 4·7

Notes:

The commodities and markets analysed in this exercise were:

Exports of each of the following groups of commodities:
Chemicals, Textiles, Base Metals and Miscellaneous Manufactures of Metals, Non-Electrical Machinery, Electric Machinery, Transport Equipment and Other Manufactures.

To each of the following markets:
EEC, EFTA (excluding United Kingdom), Other Europe, Canada, United States of America, Japan, Non-OECD Sterling Area, Latin America and Other Primary Producers.

The percentages shown in column (2) are the estimated United Kingdom's share of world exports if our exports of each commodity to each market had grown at the world rate for that commodity/market between each pair of years.

Column (4) shows the change in share due to market and commodity pattern and is arrived at by deducting from the estimated share in any year (Column 2) the actual share (Column 1) in the previous year.

It is clear from the table that the effect of the structure of trade on the fall in this country's share of world trade in manufactures over a period of a few years can be much affected by the particular year covered. This is the reason why some of the earlier work of this kind, which related to the mid-1950's, suggested that the structural effect was rather greater than this latest exercise indicates, though still not accounting for the major part of the loss of share in world trade.

The results of calculations of this kind, whichever the method used, depend to some extent on the fineness or otherwise of the sectors into which trade is sub-divided. An analysis based on narrowly defined products in individual country markets would probably give numerically different answers from an analysis based on exports of broad commodity groups to broad market areas, but the difference is not thought likely to be sufficient to upset the broad conclusions drawn from this and earlier work.

This conclusion would of course be consistent with our share of each market falling at about the same rate, although the more detailed the market analysis, the wider is likely to be the spread of changes in our share. In a particular market the change in our share reflects how our exports have grown in relation to those of our competitors and the greater the difference between the two rates of growth, the greater will be the fall in our share.

Table III gives the annual average increases in both United Kingdom and world exports of manufactures between 1954 and 1964 to a number of specified markets. It shows clearly how great the variability is. The three most important markets for the United Kingdom – the non-OECD Sterling area, EEC and EFTA – between them took two-thirds of our exports last year, and in each of these markets the annual average percentage increase in our exports between 1954 and 1964 has been between 3½ and 5½ percentage points less than the rate of increase of our competitors. In most other markets, too, our exports have grown more slowly than those of our competitors; the two exceptions – Latin America and the Sino-Soviet Bloc – are not important markets: last year between them they took less than 7 per cent of our total exports of manufactured goods.

Technical note:

The *main manufacturing countries* are defined for this purpose as the members of the EEC, the United Kingdom, Sweden, Switzerland, the United States, Canada and Japan. In 1963 they supplied 87 per cent of world exports of manufactured goods excluding exports by the USSR, Eastern Europe and the People's Republic of China.

Reference is made in the market analysis used in the report to the industrial countries which comprise all members of the OECD – the European members, the United States, Canada and Japan. The remaining countries including the USSR, Eastern Europe and the People's Republic of China are in general referred to as *primary producing countries*. Latin America covers the 20 Republics and the non-OECD Sterling area covers the Sterling area other than the United Kingdom, Iceland and Ireland.

Manufactured goods are those products defined by Sections 5 to 8 of the Standard International Trade Classification, Revised; figures for the later years are not in all cases fully comparable with the pre-1960 figures.

The percentage increase per annum, 1954-1964, shown in Tables II and III have been calculated by fitting a straight line to the logarithms of the data.

A detailed analysis of the commodity pattern of exports to the various markets has been used in preparing this report and copies are available on request from the Director of Statistics, Board of Trade, 1 Victoria Street, London, S.W.1.

Table 1. World exports and industrial production

	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964
World exports of manufactures (*a*)											
Value (US $ thousand million) . .	29·6	33·7	38·3	42·5	41·8	45·2	52·2	55·0	58·4	63·3	72·6
Volume (1960 = 100) .	62	69	76	82	81	88	100	104	110	119	134
World industrial production (*b*)											
Volume (1960 = 100) .	75	83	87	89	86	95	100	104	110	116	125
Percentage increase on previous year .	—	10·7	4·8	2·3	—3·4	10·5	5·3	4·0	5·8	5·5	7·8

(*a*) Exports by the 12 main manufacturing countries, apart from the USSR, Eastern Europe and People's Republic of China: the European Economic Community, United Kingdom (excluding exports of pearls, diamonds and other precious and semi-precious stones), United States (excluding United States Special Category exports), Canada, Sweden, Switzerland and Japan. Manufactures defined as Sections 5 to 8 of the SITC Revised.
(*b*) OECD countries including Japan.

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Table II. Exports of manufactures by main exporting countries

Percentage changes on a year earlier

	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	*Increase per cent per annum 1954-64*	1964 value US $ million
United Kingdom (*b*)	+ 3·5	+ 9·7	+10·4	+ 5·5	— 2·0	+ 4·6	+ 6·6	+ 4·0	+ 2·4	+ 6·7	+ 5·0	*4·7*	9,903
EEC	+12·3	+18·3	+12·1	+13·3	+ 4·0	+13·0	+18·8	+ 9·0	+ 6·2	+ 9·7	+14·5	*11·1*	33,395
German Federal Republic (*c*)	+20·8	+18·7	+20·4	+18·2	+ 4·1	+11·6	+16·8	+10·6	+ 4·7	+10·0	+11·5	*12·0*	14,394
Belgium-Luxembourg	+ 4·3	+20·1	+17·1	— 0·2	— 3·2	+ 9·5	+14·3	+ 3·4	+ 9·9	+ 9·8	+18·4	*8·1*	4,535
France (*d*)	+ 9·0	+16·8	— 4·5	+13·2	+ 6·0	+15·4	+21·4	+ 2·9	+ 3·6	+ 8·2	+10·8	*9·2*	6,474
Italy	+ 4·1	+22·1	+19·4	+19·1	+ 6·5	+16·5	+34·4	+16·7	+11·4	+10·3	+20·2	*17·3*	4,661
Netherlands	+11·1	+14·1	+ 4·8	+ 9·8	+ 8·6	+16·0	+12·2	+ 9·0	+ 6·4	+10·7	+22·9	*10·7*	3,331
Sweden	+15·3	+ 9·9	+17·2	+14·8	+ 5·3	+ 7·8	+17·9	+11·9	+10·9	+10·2	+13·8	*11·7*	2,499
Switzerland	+ 2·5	+ 7·5	+10·4	+ 8·5	— 1·3	+ 8·7	+11·3	+ 8·8	+ 8·4	+ 8·1	+ 9·7	*7·8*	2,410
United States (*a*)	+ 4·4	+11·3	+16·8	+11·1	— 9·8	— 1·5	+17·8	+ 0·1	+ 5·1	+ 5·3	+18·3	*5·5*	14,855
Canada	— 0·3	+13·2	+ 8·9	+ 4·7	— 5·1	+ 7·1	+ 5·3	+ 0·2	+ 4·5	+ 7·4	+21·3	*4·8*	3,432
Japan	+33·4	+25·6	+25·1	+16·4	— 1·1	+20·8	+18·8	+ 4·5	+15·6	+13·0	+23·4	*14·4*	6,069
Total (*a*) (*b*)	+8·1	+14·2	+13·5	+10·9	— 1·5	+ 8·0	+15·5	+ 5·4	+ 6·1	+ 8·4	+14·6	*8·6*	72,563

(*a*) Excluding United States Special Category exports.
(*b*) Including Channel Islands from 1959. Excluding exports of pearls, diamonds and other precious and semi-precious stones.
(*c*) Including the Saar from July 1959.
(*d*) Excluding the Saar from July 1959.

Table III. Changes in exports of manufactures from United Kingdom and from main manufacturing countries to various markets, 1954-64

	Pattern of exports in 1964		Increase per cent per annum 1954-64		Change between 1963 and 1964	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
	%	%	%	%	%	%
Exports to:						
OECD Europe	37·2	47·2	9·1	12·7	+ 6·6	+15·2
EFTA (excluding United Kingdom)	12·1	11·5	7·6	10·6	+12·5	+13·5
United Kingdom	—	4·7	—	10·4	—	+26·4
EEC	18·8	27·4	10·8	14·9	+ 2·8	+14·4
United States	7·6	10·3	8·0	9·7	+ 5·2	+16·1
Canada	4·5	6·2	3·0	4·1	+ 8·0	+18·0
Japan	1·4	1·8	17·7	16·9	+33·7	+18·4
Industrial countries	50·6	65·5	8·3	11·2	+ 7·1	+15·7
Latin America	3·9	7·6	2·8	1·3	+ 4·1	+13·7
Non-OECD Sterling Area	33·9	13·5	0·5	5·7	+ 4·4	+14·4
Sino-Soviet Bloc	2·8	2·6	19·7	15·8	—16·3	+14·1
Other	8·8	10·9	4·1	5·2	+ 4·5	+ 9·2
Primary Producers	49·4	34·6	1·9	4·8	+ 3·0	+12·8
Total	100	100	4·7	8·6	+ 5·0	+14·6
Exports of:						
Chemicals (Section 5)	11·7	12·3	6·4	9·0	+12·0	+17·4
Textiles (Division 65)	7·8	7·7	—2·2	4·3	+ 8·4	+12·8
Metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	13·3	16·1	3·5	6·5	+ 8·4	+16·6
Machinery other than electric (Division 71)	24·3	21·1	8·3	10·9	Nil	+12·0
Electric machinery apparatus and appliances (Division 72)	8·9	8·6	5·5	11·3	— 1·0	+15·5
Transport equipment (Division 73)	18·8	14·7	3·8	8·3	+ 3·6	+14·9
Other manufactures (Section 8 and rest of 6)	18·7	19·7	4·7	8·8	+ 9·4	+14·4
Total manufactures (Sections 5-8)	100	100	4·7	8·6	+ 5·0	+14·6
(U.S. dollar million)	(9,903)	(72,563)				

Table IV. Share of various commodity groups in exports of manufactures in 1954 and 1964

Percentage

	In exports to industrial countries		In exports to primary producers		In exports to all markets	
	From United Kingdom	From World	From United Kingdom	From World	From United Kingdom	From World
1954						
Chemicals (Section 5)	9·0	12·0	9·9	11·6	9·7	11·8
Textiles (Division 65)	14·3	9·7	15·9	15·1	15·1	12·2
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	12·5	19·7	14·5	15·5	13·8	17·5
Iron and steel (Division 67)	5·3	8·9	7·1	8·8	6·4	8·7
Machinery and transport equipment (Section 7)	45·9	35·8	46·3	42·6	46·6	39·4
Non-electrical machinery (Division 71)	20·5	18·3	18·5	18·3	19·2	18·0
Electrical machinery (Division 72)	6·3	5·9	9·0	7·4	8·3	7·0
Transport equipment (Division 73)	19·2	11·7	18·8	16·9	19·1	14·5
Other manufactures (Section 8 and rest of Section 6)	18·2	22·7	13·4	15·2	14·8	19·0
1964						
Chemicals (Section 5)	10·8	11·3	12·5	14·0	11·7	12·3
Textiles (Division 65)	8·7	7·4	6·9	8·3	7·8	7·7
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	13·6	17·1	13·0	14·0	13·3	16·1
Iron and steel (Division 67)	6·0	8·9	6·3	8·3	6·2	8·7
Machinery and transport equipment (Section 7)	48·2	41·6	55·1	49·4	51·6	44·3
Non-electrical machinery (Division 71)	23·8	20·0	24·7	23·0	24·3	21·1
Electrical machinery (Division 72)	7·4	8·1	10·4	9·5	8·9	8·6
Transport equipment (Division 73)	17·0	13·4	20·0	16·9	18·5	14·7
Other manufactures (Section 8 and rest of Section 6)	18·8	22·5	12·5	14·3	15·7	19·7

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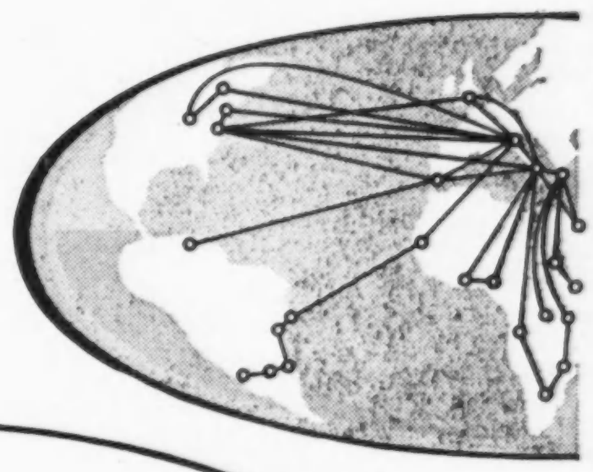

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TABLE V—EXPORTS OF MANUFACTURES BY MARKET

US dollar million: percentage change over year earlier in italics

Market \ Exporter		United Kingdom (a)		Total EEC		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands (e)	
World	1954	5,943	*+ 3·5*	10,998	*+12·3*	4,420	*+20·8*	1,804	*+ 4·3*	2,703	*+ 9·0*	933	*+ 4·1*	1,138	*+11·1*
	1955	6,521	*+ 9·7*	13,008	*+18·3*	5,248	*+18·7*	2,167	*+20·1*	3,156	*+16·8*	1,139	*+22·1*	1,298	*+14·1*
	1956	7,197	*+10·4*	14,588	*+12·1*	6,318	*+20·4*	2,537	*+17·1*	3,013	*— 4·5*	1,360	*+19·4*	1,360	*+ 4·8*
	1957	7,594	*+ 5·5*	16,522	*+13·3*	7,467	*+18·2*	2,532	*— 0·2*	3,410	*+13·2*	1,620	*+19·1*	1,493	*+ 9·8*
	1958	7,446	*— 2·0*	17,184	*+ 4·0*	7,771	*+ 4·1*	2,450	*— 3·2*	3,615	*+ 6·0*	1,726	*+ 6·5*	1,622	*+ 8·6*
	1959	7,790	*+ 4·6*	19,422	*+13·0*	8,675	*+11·6*	2,683	*+ 9·5*	4,173	*+15·4*	2,010	*+16·5*	1,881	*+16·0*
	1960	8,306	*+ 6·6*	23,074	*+18·8*	10,129	*+16·8*	3,068	*+14·3*	5,064	*+21·4*	2,702	*+34·4*	2,111	*+12·2*
	1961	8,636	*+ 4·0*	25,044	*+ 9·0*	11,207	*+10·6*	3,173	*+ 3·4*	5,211	*+ 2·9*	3,153	*+16·7*	2,300	*+ 9·0*
	1962	8,840	*+ 2·4*	26,588	*+ 6·2*	11,738	*+ 4·7*	3,488	*+ 9·9*	5,400	*+ 3·6*	3,514	*+11·4*	2,448	*+ 6·4*
	1963	9,430	*+ 6·7*	29,168	*+ 9·7*	12,910	*+10·0*	3,830	*+ 9·8*	5,841	*+ 8·2*	3,877	*+10·3*	2,710	*+10·7*
	1964	9,903	*+ 5·0*	33,395	*+14·5*	14,394	*+11·5*	4,535	*+18·4*	6,474	*+10·8*	4,661	*+20·2*	3,331	*+22·9*
Industrial countries (c)	1954	2,217	*— 1·1*	6,502	*+11·4*	2,930	*+18·6*	1,285	*+ 4·6*	1,046	*+ 7·5*	498	*+ 0·8*	743	*+11·9*
	1955	2,398	*+ 8·2*	7,979	*+22·7*	3,551	*+21·2*	1,589	*+23·7*	1,378	*+31·7*	620	*+24·5*	842	*+13·3*
	1956	2,850	*+18·8*	9,231	*+15·7*	4,302	*+21·1*	1,878	*+18·2*	1,388	*+ 0·7*	762	*+22·9*	901	*+ 7·0*
	1957	3,009	*+ 5·6*	10,229	*+10·8*	4,968	*+15·5*	1,835	*— 2·3*	1,491	*+ 7·4*	921	*+20·9*	1,013	*+12·4*
	1958	2,992	*— 0·6*	10,438	*+ 2·0*	5,060	*+ 1·9*	1,763	*— 3·9*	1,531	*+ 2·7*	933	*+ 1·3*	1,151	*+13·7*
	1959	3,453	*+15·4*	12,647	*+21·2*	5,875	*+16·1*	2,108	*+19·6*	2,075	*+35·5*	1,233	*+32·2*	1,357	*+17·9*
	1960	3,593	*+ 4·1*	15,154	*+19·7*	6,916	*+17·7*	2,421	*+14·8*	2,549	*+22·8*	1,667	*+35·2*	1,601	*+18·0*
	1961	3,976	*+10·7*	17,194	*+13·5*	7,919	*+14·5*	2,621	*+ 8·3*	2,925	*+14·8*	2,000	*+20·0*	1,729	*+ 8·0*
	1962	4,365	*+ 9·8*	19,176	*+11·5*	8,656	*+ 9·3*	2,952	*+12·6*	3,338	*+14·1*	2,325	*+16·3*	1,905	*+10·2*
	1963	4,681	*+ 7·2*	21,613	*+12·7*	9,837	*+13·6*	3,331	*+12·8*	3,662	*+ 9·7*	2,604	*+12·0*	2,179	*+14·4*
	1964	5,013	*+ 7·1*	24,980	*+15·6*	10,966	*+11·5*	3,953	*+18·7*	4,111	*+12·3*	3,210	*+23·3*	2,741	*+25·8*
OECD countries in Europe	1954	1,590	*+ 4·5*	5,642	*+15·7*	2,592	*+21·0*	1,084	*+ 8·5*	913	*+13·3*	409	*+ 6·5*	644	*+18·2*
	1955	1,684	*+ 5·9*	6,881	*+22·0*	3,116	*+20·2*	1,331	*+22·8*	1,199	*+31·3*	503	*+23·0*	732	*+13·7*
	1956	1,845	*+ 9·6*	7,763	*+12·8*	3,702	*+18·8*	1,527	*+14·7*	1,179	*— 1·7*	586	*+16·5*	769	*+ 5·1*
	1957	1,952	*+ 5·8*	8,617	*+11·0*	4,214	*+13·8*	1,526	*— 0·1*	1,260	*+ 6·9*	718	*+22·5*	899	*+16·9*
	1958	1,895	*— 2·9*	8,709	*+ 1·1*	4,279	*+ 1·5*	1,445	*— 5·3*	1,235	*— 2·0*	719	*+ 0·1*	1,031	*+14·7*
	1959	2,072	*+ 9·3*	10,158	*+16·6*	4,795	*+12·1*	1,629	*+12·7*	1,605	*+30·0*	921	*+28·1*	1,208	*+17·2*
	1960	2,292	*+10·6*	12,767	*+25·7*	5,826	*+21·5*	2,026	*+24·4*	2,151	*+34·0*	1,300	*+41·2*	1,464	*+21·2*
	1961	2,772	*+20·9*	14,747	*+15·5*	6,793	*+16·6*	2,224	*+ 9·8*	2,510	*+16·7*	1,629	*+25·3*	1,591	*+ 8·7*
	1962	3,133	*+13·0*	16,506	*+11·9*	7,425	*+ 9·3*	2,514	*+13·0*	2,913	*+16·1*	1,897	*+16·5*	1,757	*+10·4*
	1963	3,454	*+10·2*	18,800	*+13·9*	8,526	*+14·8*	2,892	*+15·0*	3,249	*+11·5*	2,120	*+11·8*	2,013	*+14·6*
	1964	3,681	*+ 6·6*	21,784	*+15·9*	9,474	*+11·1*	3,460	*+19·6*	3,625	*+11·6*	2,688	*+26·8*	2,538	*+26·1*
European Free Trade Area (including United Kingdom)	1954	603	*+ 6·2*	2,359	*+17·2*	1,273	*+26·0*	322	*— 6·7*	342	*+15·2*	172	*+ 9·6*	250	*+22·5*
	1955	593	*— 1·7*	2,782	*+17·9*	1,511	*+18·7*	363	*+12·7*	437	*+27·8*	197	*+14·5*	274	*+ 9·6*
	1956	627	*+ 5·7*	3,080	*+10·7*	1,757	*+16·3*	403	*+11·0*	442	*+ 1·1*	221	*+12·2*	257	*— 6·2*
	1957	660	*+ 5·3*	3,467	*+12·6*	2,032	*+15·7*	391	*— 3·0*	464	*+ 5·0*	278	*+25·8*	302	*+17·5*
	1958	654	*— 0·9*	3,557	*+ 2·6*	2,156	*+ 6·1*	353	*— 9·7*	422	*— 9·1*	276	*— 0·7*	350	*+15·9*
	1959	722	*+10·4*	4,066	*+14·3*	2,368	*+ 9·8*	404	*+14·4*	532	*+26·1*	349	*+26·4*	413	*+18·0*
	1960	782	*+ 8·3*	5,001	*+23·0*	2,874	*+21·4*	475	*+17·6*	710	*+33·5*	470	*+34·7*	472	*+14·3*
	1961	935	*+19·6*	5,507	*+10·1*	3,189	*+11·0*	503	*+ 5·9*	729	*+ 2·7*	574	*+22·1*	512	*+ 8·5*
	1962	1,014	*+ 8·4*	5,713	*+ 3·7*	3,277	*+ 2·8*	476	*— 5·7*	831	*+14·0*	604	*+ 5·2*	525	*+ 2·5*
	1963	1,068	*+ 5·3*	6,015	*+ 5·3*	3,498	*+ 6·7*	495	*+ 3·9*	876	*+ 5·5*	607	*+ 0·5*	539	*+ 2·7*
	1964	1,201	*+12·5*	6,799	*+13·0*	3,924	*+12·2*	550	*+11·1*	978	*+11·6*	735	*+21·1*	613	*+13·7*
United Kingdom	1954	—	—	500	*— 3·1*	172	*+ 4·9*	89	*—27·0*	105	*— 6·3*	50	*+ 2·0*	84	*+21·7*
	1955	—	—	647	*+29·4*	219	*+27·3*	111	*+24·7*	147	*+40·0*	62	*+24·0*	108	*+28·6*
	1956	—	—	711	*+ 9·9*	271	*+23·7*	145	*+30·6*	141	*— 4·1*	65	*+ 4·8*	89	*—17·6*
	1957	—	—	744	*+ 4·6*	308	*+13·7*	126	*—13·1*	133	*— 5·7*	78	*+20·0*	99	*+11·2*
	1958	—	—	744	Nil	314	*+ 1·9*	119	*— 5·6*	112	*—15·8*	88	*+12·8*	111	*+12·1*
	1959	—	—	919	*+23·5*	361	*+15·0*	151	*+26·9*	140	*+25·0*	128	*+45·5*	139	*+25·2*
	1960	—	—	1,194	*+29·9*	473	*+31·0*	165	*+ 9·3*	215	*+53·6*	164	*+28·1*	177	*+27·3*
	1961	—	—	1,204	*+ 0·8*	477	*+ 0·8*	157	*— 4·9*	192	*—10·7*	195	*+18·9*	183	*+ 3·4*
	1962	—	—	1,179	*— 2·1*	441	*— 7·6*	156	*— 0·6*	199	*+ 3·6*	175	*—10·3*	208	*+13·2*
	1963	—	—	1,285	*+ 9·0*	498	*+12·9*	190	*+21·8*	226	*+13·7*	170	*— 2·9*	201	*— 3·4*
	1964	—	—	1,515	*+17·9*	609	*+22·3*	202	*+ 6·3*	256	*+13·3*	217	*+27·6*	231	*+14·9*
European Economic Community	1954	678	*+ 1·8*	2,832	*+19·3*	1,093	*+20·2*	717	*+18·3*	480	*+20·9*	179	*+20·1*	363	*+16·0*
	1955	754	*+11·2*	3,512	*+24·0*	1,307	*+19·6*	918	*+28·0*	625	*+30·2*	231	*+29·1*	431	*+18·7*
	1956	873	*+15·8*	4,114	*+17·1*	1,642	*+25·6*	1,066	*+16·1*	632	*+ 1·1*	292	*+26·4*	482	*+11·8*
	1957	971	*+11·2*	4,585	*+11·4*	1,901	*+15·8*	1,079	*+ 1·2*	695	*+10·0*	348	*+19·2*	562	*+16·6*
	1958	902	*— 7·1*	4,550	*— 0·8*	1,820	*— 4·3*	1,035	*— 4·1*	702	*+ 1·0*	357	*+ 2·6*	636	*+13·2*
	1959	1,007	*+11·6*	5,454	*+19·9*	2,087	*+14·7*	1,161	*+12·2*	975	*+38·9*	484	*+35·6*	747	*+17·5*
	1960	1,130	*+12·2*	7,055	*+29·3*	2,603	*+24·7*	1,476	*+27·1*	1,312	*+34·6*	723	*+49·4*	941	*+26·0*
	1961	1,389	*+22·9*	8,403	*+19·1*	3,209	*+23·3*	1,644	*+11·4*	1,610	*+22·7*	922	*+27·5*	1,018	*+ 8·0*
	1962	1,587	*+14·3*	9,779	*+16·4*	3,666	*+14·2*	1,945	*+18·3*	1,856	*+15·3*	1,145	*+24·2*	1,167	*+14·6*
	1963	1,808	*+13·9*	11,648	*+19·1*	4,505	*+22·9*	2,307	*+18·6*	2,105	*+13·4*	1,334	*+16·5*	1,396	*+19·6*
	1964	1,859	*+ 2·8*	13,627	*+17·0*	4,942	*+ 9·7*	2,813	*+21·9*	2,325	*+10·5*	1,721	*+29·0*	1,827	*+30·9*
United States	1954	295	*— 8·1*	699	*—12·5*	257	*— 1·5*	171	*— 9·5*	105	*—21·6*	80	*—20·0*	86	*—18·9*
	1955	361	*+22·4*	911	*+30·3*	342	*+33·1*	222	*+29·8*	148	*+41·0*	105	*+31·3*	94	*+ 9·3*
	1956	531	*+47·1*	1,185	*+30·1*	457	*+33·6*	286	*+28·8*	171	*+15·5*	155	*+47·6*	116	*+23·4*
	1957	531	Nil	1,264	*+ 6·7*	558	*+22·1*	247	*—13·6*	187	*+ 9·4*	177	*+14·2*	95	*—18·1*
	1958	598	*+12·6*	1,409	*+11·5*	600	*+ 7·5*	271	*+ 9·7*	248	*+32·6*	189	*+ 6·8*	101	*+ 6·3*
	1959	819	*+37·0*	2,085	*+48·0*	862	*+43·7*	423	*+56·1*	402	*+62·1*	278	*+47·1*	120	*+18·8*
	1960	713	*—12·9*	1,942	*— 6·9*	849	*— 1·5*	335	*—20·8*	331	*—17·7*	322	*+15·8*	105	*—12·5*
	1961	569	*—20·2*	1,908	*— 1·8*	818	*— 4·8*	334	*— 0·3*	342	*+ 3·3*	316	*— 1·9*	98	*— 6·7*
	1962	687	*+20·7*	2,117	*+11·0*	910	*+11·2*	378	*+13·2*	351	*+ 2·6*	371	*+17·4*	107	*+ 9·2*
	1963	712	*+ 3·6*	2,218	*+ 4·7*	989	*+ 8·7*	370	*— 2·1*	332	*— 5·6*	406	*+ 9·4*	121	*+13·1*
	1964	749	*+ 5·2*	2,501	*+12·8*	1,133	*+14·6*	416	*+12·4*	383	*+15·4*	429	*+ 5·7*	141	*+16·5*
Canada	1954	307	*—16·1*	93	*— 4·1*	40	*+33·3*	22	*—26·7*	15	*—25·0*	7	*—12·5*	9	Nil
	1955	325	*+ 5·9*	122	*+31·2*	54	*+35·0*	28	*+27·3*	19	*+26·7*	10	*+42·9*	11	*+22·2*
	1956	434	*+33·5*	184	*+50·8*	84	*+55·6*	48	*+71·4*	23	*+21·1*	16	*+60·0*	13	*+18·2*
	1957	477	*+ 9·9*	191	*+ 3·8*	92	*+ 9·5*	40	*—16·7*	25	*+ 8·7*	21	*+31·3*	13	Nil
	1958	459	*— 3·7*	206	*+ 7·9*	102	*+10·9*	33	*+17·5*	34	*+36·0*	22	*+ 4·8*	15	*+15·4*
	1959	510	*+11·1*	264	*+28·2*	130	*+27·5*	42	*+27·3*	49	*+44·1*	24	*+ 9·1*	19	*+26·7*
	1960	528	*+ 3·5*	262	*— 0·8*	125	*— 3·8*	40	*— 4·8*	44	*—10·2*	32	*+33·3*	21	*+10·5*
	1961	548	*+ 3·8*	275	*+ 5·0*	129	*+ 3·2*	42	*+ 5·0*	45	*+ 2·3*	36	*+12·5*	23	*+ 9·5*
	1962	452	*—17·5*	277	*+ 0·7*	134	*+ 3·9*	41	*— 2·4*	43	*— 4·4*	36	Nil	23	Nil
	1963	411	*— 9·1*	275	*— 0·7*	130	*— 3·0*	41	Nil	44	*+ 2·6*	39	*+ 8·3*	21	*— 8·7*
	1964	444	*+ 8·0*	330	*+20·0*	148	*+13·8*	52	*+26·8*	55	*+25·6*	49	*+25·6*	27	*+28·6*

TABLE V—EXPORTS OF MANUFACTURES BY MARKET, *continued*

US dollar million: percentage change over year earlier in italics

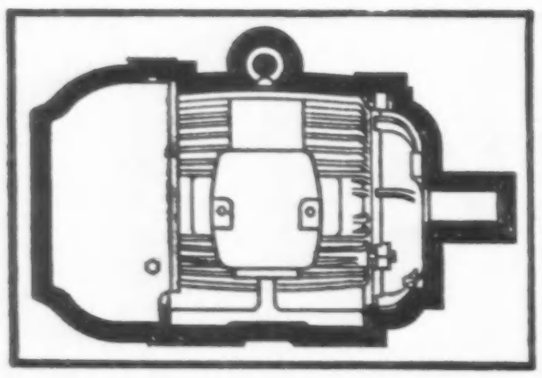
Sweden		Switzerland		United States (*b*)		Canada		Japan		Total		Exporter / Market	
812	+15·3	1,115	+ 2·5	7,477	+ 4·4	1,821	— 0·3	1,389	+33·4	29,555	+ 8·1	1954	World
892	+ 9·9	1,199	+ 7·5	8,321	+11·3	2,061	+13·2	1,744	+25·6	33,746	+14·2	1955	
1,045	+17·2	1,324	+10·4	9,718	+16·8	2,224	+ 8·9	2,181	+25·1	38,297	+13·5	1956	
1,200	+14·8	1,437	+ 8·5	10,831	+11·1	2,350	+ 4·7	2,538	+16·4	42,472	+10·9	1957	
1,263	+ 5·3	1,419	— 1·3	9,772	— 9·8	2,231	— 5·1	2,509	— 1·1	41,824	— 1·5	1958	
1,361	+ 7·8	1,543	+ 8·7	9,630	— 1·5	2,390	+ 7·1	3,032	+20·8	45,168	+ 8·0	1959	
1,604	+17·9	1,722	+11·3	11,338	+17·8	2,517	+ 5·3	3,601	+18·8	52,162	+15·5	1960	
1,795	+11·9	1,873	+ 8·8	11,348	+ 0·1	2,521	+ 0·2	3,764	+ 4·5	54,981	+ 5·4	1961	
1,991	+10·9	2,031	+ 8·4	11,926	+ 5·1	2,634	+ 4·5	4,350	+15·6	58,360	+ 6·1	1962	
2,195	+10·2	2,196	+ 8·1	12,556	+ 5·3	2,829	+ 7·4	4,917	+13·0	63,291	+ 8·4	1963	
2,499	+13·8	2,410	+ 9·7	14,855	+18·3	3,432	+21·3	6,069	+23·4	72,563	+14·6	1964	
537	+18·5	764	— 2·1	3,377	— 2·6	1,579	— 0·4	298	+20·2	15,274	+ 4·6	1954	Industrial countries (*c*)
618	+15·1	812	+ 6·3	4,112	+21·8	1,787	+13·2	505	+69·5	18,211	+19·2	1955	
697	+12·8	934	+19·0	4,949	+20·4	1,943	+ 8·7	638	+26·3	21,242	+16·6	1956	
798	+14·5	1,000	+ 7·1	5,321	+ 7·5	1,978	+ 1·8	764	+19·7	23,099	+ 8·7	1957	
824	+ 3·3	995	— 0·5	4,669	—12·3	1,918	— 3·1	825	+ 8·0	22,661	— 1·9	1958	
922	+11·9	1,099	+10·5	5,008	+ 7·3	2,083	+ 8·6	1,213	+47·0	26,425	+16·6	1959	
1,086	+17·8	1,222	+11·2	6,298	+25·8	2,130	+ 2·3	1,369	+12·9	30,852	+16·8	1960	
1,268	+16·8	1,348	+10·3	6,293	Nil	2,135	Nil	1,416	+ 3·4	33,630	+ 9·0	1961	
1,396	+10·1	1,500	+11·3	6,604	+ 4·9	2,266	+ 6·1	1,810	+27·8	37,117	+10·4	1962	
1,596	+14·3	1,637	+ 9·1	7,122	+ 7·8	2,399	+ 5·9	2,009	+11·0	41,057	+10·6	1963	
1,837	+15·1	1,787	+ 9·2	8,451	+18·7	2,895	+20·7	2,530	+25·9	47,492	+15·7	1964	
492	+21·8	596	+ 5·3	1,281	+10·1	327	+22·9	89	+20·3	10,017	+12·9	1954	OECD countries in Europe
560	+13·8	638	+ 7·5	1,629	+27·2	404	+23·5	115	+29·2	11,911	+18·9	1955	
618	+10·4	728	+14·1	1,744	+ 7·1	425	+ 5·2	147	+27·8	13,270	+11·4	1956	
709	+14·7	788	+ 8·2	1,979	+13·5	489	+15·1	211	+43·5	14,745	+11·1	1957	
720	+ 1·6	803	+ 1·9	1,787	— 9·7	550	+12·5	181	—14·2	14,645	— 0·7	1958	
772	+ 7·2	872	+ 8·6	1,948	+ 9·0	469	—14·7	203	+12·2	16,494	+12·6	1959	
933	+20·9	992	+13·8	3,146	+61·5	612	+30·5	303	+49·3	21,045	+27·6	1960	
1,129	+21·0	1,102	+11·1	3,066	— 2·5	555	— 9·3	391	+29·0	23,762	+12·9	1961	
1,235	+ 9·4	1,227	+11·3	3,256	+ 6·2	548	— 1·3	463	+18·4	26,368	+11·0	1962	
1,409	+14·0	1,337	+ 9·0	3,592	+10·3	579	+ 5·7	531	+14·7	29,702	+12·6	1963	
1,608	+14·1	1,459	+ 9·1	4,292	+19·5	720	+24·4	671	+26·4	34,215	+15·2	1964	
302	+25·3	168	+ 9·8	458	+ 4·3	254	+23·9	31	—27·9	4,175	+14·0	1954	European Free Trade Area (including
339	+12·3	180	+ 7·1	646	+41·0	317	+24·8	55	+77·4	4,912	+17·7	1955	United Kingdom)
353	+ 4·1	193	+ 7·2	626	— 3·1	344	+ 8·5	54	— 1·8	5,277	+ 7·4	1956	
422	+19·5	218	+13·0	691	+19·2	344	Nil	104	+92·6	5,906	+11·9	1957	
438	+ 3·8	221	+ 1·4	617	—10·7	322	— 6·4	79	—24·0	5,888	— 0·3	1958	
463	+ 5·7	242	+ 9·5	709	+14·9	341	+ 5·9	96	+21·5	6,639	+12·8	1959	
535	+15·6	278	+14·9	1,242	+75·2	428	+25·5	136	+41·7	8,402	+26·6	1960	
637	+19·1	308	+10·8	1,057	—14·9	398	— 7·0	175	+28·7	9,017	+ 7·3	1961	
673	+ 5·7	347	+12·6	1,082	+ 2·4	391	— 1·8	194	+10·9	9,414	+ 4·4	1962	
804	+19·4	375	+ 8·1	1,168	+ 7·9	402	+ 2·6	196	+ 1·0	10,028	+ 6·5	1963	
936	+16·4	451	+20·3	1,517	+29·9	515	+28·1	310	+58·2	11,730	+17·0	1964	
78	+34·5	57	+11·8	211	+ 2·4	234	+25·1	23	—11·5	1,103	+ 5·7	1954	United Kingdom
96	+23·1	64	+12·3	336	+59·2	292	+24·8	33	+43·5	1,468	+33·1	1955	
98	+ 2·1	70	+ 9·4	278	—17·3	320	+ 9·6	19	—42·4	1,496	+ 1·9	1956	
111	+13·3	76	+ 8·6	334	+20·1	316	— 1·3	31	+63·2	1,612	+ 7·8	1957	
110	— 0·9	78	+ 2·6	313	— 6·3	296	— 6·3	20	—35·5	1,561	— 3·2	1958	
118	+ 7·3	89	+14·1	339	+ 8·3	304	+ 2·7	32	+60·0	1,801	+15·4	1959	
144	+22·0	102	+14·6	711	+109·7	388	+27·6	44	+37·5	2,583	+43·4	1960	
171	+18·8	111	+ 8·8	549	—22·8	360	— 7·0	62	+40·9	2,457	— 4·9	1961	
166	— 2·9	121	+ 9·0	539	— 1·8	355	— 1·4	83	+33·9	2,443	— 0·6	1962	
201	+20·9	137	+13·2	617	+14·5	361	+ 1·7	90	+ 8·4	2,692	+10·2	1963	
239	+18·9	170	+24·1	886	+43·6	467	+29·4	127	+41·1	3,403	+26·4	1964	
163	+19·0	384	+ 3·2	689	+14·1	60	+ 7·1	42	+82·6	4,848	+14·6	1954	European Economic Community
191	+17·2	408	+ 6·3	837	+21·5	80	+33·3	47	+11·9	5,829	+20·2	1955	
242	+26·7	490	+20·1	949	+13·4	75	— 5·0	60	+27·7	6,803	+16·7	1956	
260	+ 7·4	520	+ 5·1	1,060	+10·6	135	+77·6	87	+45·0	7,618	+12·0	1957	
260	Nil	523	+ 0·6	991	— 6·5	215	+59·3	76	—12·6	7,517	— 1·3	1958	
279	+ 7·3	582	+11·3	1,072	+ 8·2	116	—46·0	69	— 9·2	8,579	+14·1	1959	
368	+31·9	664	+14·1	1,708	+59·3	168	+44·8	107	+55·1	11,200	+30·6	1960	
454	+23·4	737	+11·0	1,796	+ 5·2	143	—14·9	138	+29·0	13,060	+16·6	1961	
514	+13·2	810	+ 9·9	1,901	+ 5·8	138	— 3·5	198	+43·5	14,927	+14·3	1962	
541	+ 5·2	874	+ 7·9	2,081	+ 9·5	158	+14·7	243	+22·7	17,352	+16·2	1963	
605	+11·8	906	+ 3·7	2,397	+15·2	172	+ 8·9	282	+16·0	19,848	+14·4	1964	
33	— 8·3	140	—25·1	—	—	1,247	— 5·2	193	+21·4	2,607	— 7·2	1954	United States
44	+33·3	140	Nil	—	—	1,378	+10·5	350	+81·3	3,184	+22·1	1955	
55	+25·0	167	+ 1·3	—	—	1,504	+ 9·1	435	+24·3	3,877	+21·8	1956	
67	+21·8	167	Nil	—	—	1,463	— 2·7	497	+14·3	3,989	+ 2·9	1957	
85	+26·9	142	—15·5	—	—	1,359	— 7·1	575	+15·7	4,168	+ 4·5	1958	
126	+48·2	174	+22·5	—	—	1,600	+17·7	904	+57·2	5,708	+37·0	1959	
125	— 0·8	175	Nil	—	—	1,498	— 6·4	956	+ 5·8	5,409	— 5·2	1960	
101	—19·2	173	— 1·2	—	—	1,547	+ 3·8	918	— 4·0	5,216	— 3·6	1961	
125	+23·8	195	+12·6	—	—	1,699	+ 9·8	1,232	+34·2	6,055	+16·1	1962	
145	+15·8	208	+ 6·7	—	—	1,792	+ 5·5	1,364	+10·7	6,439	+ 6·3	1963	
164	+13·1	227	+ 9·1	—	—	2,129	+18·8	1,704	+24·9	7,474	+16·1	1964	
9	Nil	20	— 4·8	1,945	— 8·7	—	—	16	+ 3·3	2,390	— 9·4	1954	Canada
11	+22·2	23	+15·0	2,330	+19·8	—	—	40	+150·0	2,851	+19·3	1955	
16	+45·5	25	+ 8·7	2,939	+26·1	—	—	56	+40·0	3,654	+28·2	1956	
13	—18·8	28	+12·0	2,874	— 2·2	—	—	56	Nil	3,639	— 0·4	1957	
13	Nil	32	+14·3	2,533	—11·9	—	—	69	+23·2	3,312	— 9·0	1958	
17	+30·8	33	+ 3·1	2,731	+ 7·8	—	—	106	+53·6	3,661	+10·6	1959	
20	+17·6	31	— 6·1	2,728	— 0·1	—	—	110	+ 3·8	3,679	+ 0·5	1960	
22	+10·0	31	Nil	2,634	— 3·4	—	—	107	— 2·7	3,617	— 1·7	1961	
22	Nil	32	+ 4·2	2,785	+ 5·7	—	—	115	+ 7·5	3,683	+ 1·8	1962	
28	+27·3	31	— 3·1	2,958	+ 6·2	—	—	114	— 0·9	3,817	+ 3·6	1963	
33	+17·9	35	+12·9	3,506	+18·5	—	—	155	+36·0	4,503	+18·0	1964	

For notes see end of Table

TABLE V—EXPORTS OF MANUFACTURES BY MARKET, *continued*

US dollar million: percentage change over year earlier in italics

Market \ Exporter		United Kingdom (a)		Total EEC		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands (e)	
Japan	1954	25	—24·2	68	+ 6·3	41	+10·8	8	—20·0	13	+18·2	2	Nil	4	Nil
	1955	28	+12·0	65	— 4·4	39	— 4·9	8	Nil	12	— 7·7	2	Nil	5	+25·0
	1956	40	+42·9	99	+52·3	59	+51·3	17	+112·5	15	+25·0	5	+150·0	3	—40·0
	1957	49	+22·5	157	+58·6	104	+76·3	22	+29·4	19	+26·7	5	Nil	6	+100·0
	1958	40	—18·4	114	—27·4	79	—24·0	14	—36·4	14	—26·3	3	—40·0	4	—33·3
	1959	52	+30·0	140	+22·8	88	+11·4	14	Nil	19	+35·7	10	+233·3	10	+150·0
	1960	60	+15·4	183	+30·7	116	+31·8	20	+42·9	23	+21·1	13	+30·0	11	+10·0
	1961	87	+45·0	264	+44·3	179	+54·3	21	+ 5·0	28	+21·7	19	+46·2	17	+54·5
	1962	93	+ 7·0	276	+ 4·5	187	+ 4·5	19	— 9·5	31	+10·7	21	+10·5	18	+ 5·9
	1963	104	+11·8	320	+15·9	192	+ 2·7	28	+47·4	37	+19·4	39	+85·7	24	+33·3
	1964	139	+33·7	364	+13·8	212	+10·4	26	— 7·1	48	+29·7	44	+12·8	35	+45·8
Primary Producing countries	1954	3,726	+ 6·4	4,496	+13·7	1,490	+29·3	519	+ 3·4	1,657	+10·0	435	+ 8·2	395	+ 9·7
	1955	4,123	+10·7	5,029	+11·9	1,697	+13·9	578	+11·3	1,778	+ 7·3	519	+19·3	456	+15·4
	1956	4,347	+ 5·4	5,357	+ 6·5	2,016	+18·8	659	+14·0	1,625	— 8·6	598	+15·2	459	+ 0·7
	1957	4,585	+ 5·5	6,293	+17·5	2,499	+24·0	697	+ 5·8	1,919	+18·1	699	+16·9	480	+ 4·6
	1958	4,454	— 2·9	6,746	+ 7·2	2,711	+ 8·5	687	— 1·4	2,084	+ 8·6	793	+13·4	471	— 1·9
	1959	4,337	— 2·6	6,775	+ 0·4	2,800	+ 3·3	575	—16·3	2,098	+ 0·6	777	— 2·0	524	+11·3
	1960	4,713	+ 8·7	7,920	+16·9	3,213	+14·8	647	+12·5	2,515	+19·9	1,035	+33·2	510	— 2·7
	1961	4,660	— 1·1	7,850	— 0·9	3,288	+ 2·3	552	—14·7	2,286	— 9·1	1,153	+11·4	571	+12·0
	1962	4,475	— 4·0	7,412	— 5·6	3,082	— 6·3	536	— 2·9	2,062	— 9·8	1,189	+ 3·1	543	— 4·9
	1963	4,749	+ 6·1	7,555	+ 1·9	3,073	— 0·3	499	— 6·9	2,179	+ 5·7	1,273	+ 7·1	531	— 2·2
	1964	4,890	+ 3·0	8,415	+11·4	3,428	+11·6	582	+16·6	2,363	+ 8·4	1,452	+14·1	590	+11·1
Latin America	1954	294	+ 6·1	1,045	+18·6	503	+18·9	102	+27·5	223	+ 6·7	138	+39·4	79	+12·9
	1955	290	— 1·4	1,127	+ 7·8	495	— 1·6	114	+11·8	238	+ 6·7	172	+24·6	108	+36·7
	1956	349	+20·3	1,107	— 1·8	564	+13·9	113	— 0·9	168	—29·4	183	+ 6·4	79	—26·9
	1957	427	+22·3	1,366	+23·4	690	+22·3	171	+51·3	197	+17·3	218	+19·1	90	+13·9
	1958	388	— 9·1	1,412	+ 3·4	694	+ 0·6	164	— 4·1	196	— 0·5	256	+17·4	102	+13·3
	1959	403	+ 3·9	1,412	Nil	704	+ 1·4	136	—17·1	218	+11·2	239	— 6·6	115	+12·7
	1960	446	+10·7	1,478	+ 4·7	736	+ 4·5	130	— 4·4	249	+14·2	257	+ 7·5	106	— 7·8
	1961	425	— 4·7	1,621	+ 9·7	838	+13·9	120	— 7·7	258	+ 3·6	294	+14·4	111	+ 4·7
	1962	413	— 2·8	1,533	— 5·4	758	— 9·5	112	— 6·7	267	+ 3·5	298	+ 1·4	98	—11·7
	1963	366	—11·4	1,388	— 9·5	670	—13·2	88	—21·4	246	— 7·9	295	— 1·0	88	—10·2
	1964	381	+ 4·1	1,491	+ 7·4	711	+ 6·1	117	+33·0	248	+ 0·8	307	+ 4·1	108	+22·7
Non-OECD Sterling Area (d)	1954	2,907	+ 6·5	851	+17·1	372	+21·6	140	+34·6	105	+ 5·0	118	Nil	116	+17·2
	1955	3,124	+ 7·5	1,023	+20·2	474	+27·4	158	+12·9	139	+32·4	120	+ 1·7	132	+13·8
	1956	3,152	+ 0·9	1,203	+17·6	565	+19·2	186	+17·7	153	+10·1	164	+36·7	135	+ 2·3
	1957	3,327	+ 5·6	1,387	+15·3	727	+28·7	171	— 8·1	169	+10·5	179	+ 9·1	141	+ 4·4
	1958	3,244	— 2·5	1,417	+ 2·2	779	+ 7·2	154	— 9·9	160	— 5·3	173	— 3·4	151	+ 7·1
	1959	3,069	— 5·4	1,401	— 1·1	774	— 0·6	127	—17·5	162	+ 1·3	163	— 5·8	175	+15·9
	1960	3,260	+ 6·2	1,664	+18·8	858	+10·9	171	+34·6	214	+32·1	255	+56·4	166	— 5·2
	1961	3,141	— 3·7	1,584	— 4·8	809	— 5·7	155	— 9·4	176	—17·8	251	— 1·6	193	+16·3
	1962	2,981	— 5·1	1,620	+ 2·3	803	— 0·7	140	— 9·7	195	+10·8	288	+14·7	199	+ 3·1
	1963	3,218	+ 8·0	1,802	+11·2	917	+14·2	155	+10·6	237	+21·5	297	+ 4·9	196	— 1·5
	1964	3,361	+ 4·4	2,084	+15·6	1,038	+13·2	169	+ 9·0	284	+19·8	378	+27·3	215	+ 9·7
Sino-Soviet Bloc	1954	44	+31·0	258	+ 5·4	90	+20·3	45	—15·8	54	—10·4	38	— 5·3	31	+90·9
	1955	81	+84·5	307	+19·0	126	+39·8	47	+ 5·6	70	+28·9	35	— 6·4	29	— 8·3
	1956	118	+44·8	466	+51·9	222	+76·3	80	+69·4	93	+33·3	47	+34·2	24	—17·1
	1957	132	+12·3	560	+20·2	267	+20·3	71	—12·2	110	+17·9	70	+48·0	43	+81·9
	1958	161	+22·0	829	+48·0	423	+58·6	100	+42·3	172	+55·9	96	+37·4	38	—11·3
	1959	216	+33·9	858	+ 3·5	421	— 0·6	78	—21·9	183	+ 6·4	127	+32·9	49	+28·1
	1960	263	+21·7	1,118	+30·2	514	+22·1	120	+52·9	258	+41·5	176	+38·3	50	+ 1·4
	1961	286	+ 8·9	1,020	— 8·7	473	— 8·0	78	—34·8	223	—13·8	194	+10·2	53	+ 6·0
	1962	301	+ 5·1	1,057	+ 3·6	495	+ 4·8	73	— 6·5	219	— 1·7	213	+ 9·9	56	+ 6·2
	1963	334	+11·2	927	—12·3	418	—15·7	59	—19·0	164	—25·3	224	+ 4·7	64	+13·3
	1964	280	—16·3	1,048	+13·0	520	+24·5	55	— 7·8	185	+13·3	230	+ 3·0	58	— 8·6
Other countries	1954	481	+ 4·3	2,342	+11·1	525	+56·5	232	—10·8	1,275	+11·1	142	— 2·5	169	— 2·6
	1955	628	+30·5	2,571	+ 9·8	602	+14·7	259	+11·4	1,331	+ 4·4	192	+35·6	187	+11·0
	1956	728	+16·0	2,581	+ 0·4	665	+10·5	280	+ 8·2	1,211	— 9·0	204	+ 6·3	221	+18·1
	1957	699	— 4·0	2,981	+15·5	815	+22·5	285	+ 1·7	1,443	+19·2	232	+13·9	206	— 7·0
	1958	661	— 5·4	3,088	+ 3·6	815	— 0·1	269	— 5·6	1,557	+ 7·9	268	+15·5	180	—12·7
	1959	649	— 1·8	3,103	+ 0·5	901	+10·6	234	—13·0	1,536	— 1·3	248	— 7·6	185	+ 2·9
	1960	744	+14·6	3,660	+18·0	1,105	+22·7	226	— 3·2	1,794	+16·8	347	+40·0	188	+ 1·8
	1961	808	+ 8·6	3,625	— 1·0	1,163	+ 5·7	199	—12·1	1,629	— 9·2	414	+19·3	214	+13·8
	1962	781	— 3·4	3,202	—11·7	1,026	—12·2	211	+ 6·1	1,381	—15·2	395	— 4·7	190	—11·3
	1963	831	+ 3·4	3,463	+ 8·1	1,069	+ 4·2	197	— 6·7	1,533	+11·0	482	+22·0	183	— 3·4
	1964	868	+ 4·5	3,791	+ 9·5	1,160	+ 8·5	241	+22·3	1,645	+ 7·4	537	+11·4	209	+14·1



EASY TO INSTALL
ECONOMICAL TO RUN

BROOK MOTORS LTD HUDDERSFIELD

BROOK ELECTRIC MOTORS

65/B

TABLE V—EXPORTS OF MANUFACTURES BY MARKET, *continued*

US dollar million: percentage change over year earlier in italics

Sweden		Switzerland		United States (*b*)		Canada		Japan		Total		Exporter / Market
3	*—25·0*	8	*+33·3*	151	*—13·7*	5	Nil	—	—	260	*+ 6·3*	1954 Japan
3	Nil	11	*+37·5*	153	*+ 1·3*	5	Nil	—	—	265	*+ 1·9*	1955
8	*+166·7*	14	*+27·3*	266	*+73·9*	14	*+180·0*	—	—	441	*+66·4*	1956
9	*+12·5*	17	*+21·4*	468	*+75·9*	26	*+85·7*	—	—	726	*+64·6*	1957
6	*—33·3*	18	*+ 5·9*	349	*—25·4*	9	*—65·4*	—	—	536	*—26·2*	1958
7	*+16·7*	20	*+11·1*	329	*— 5·7*	14	*+55·6*	—	—	562	*+ 4·9*	1959
8	*+14·3*	24	*+20·0*	424	*+28·9*	20	*+42·9*	—	—	719	*+27·9*	1960
16	*+100·0*	42	*+75·0*	593	*+39·9*	33	*+65·0*	—	—	1,035	*+43·9*	1961
14	*—12·5*	46	*+ 9·5*	563	*— 5·1*	19	*—42·5*	—	—	1,011	*— 2·4*	1962
14	Nil	60	*+30·4*	572	*+ 1·6*	28	*+47·4*	—	—	1,098	*+ 8·6*	1963
32	*+128·6*	66	*+10·0*	654	*+14·3*	46	*+64·3*	—	—	1,300	*+18·4*	1964
275	*+ 9·6*	351	*+14·0*	4,100	*+11·0*	242	*+ 0·8*	1,091	*+37·6*	14,281	*+17·6*	1954 Primary Producing countries
274	*— 0·4*	387	*+10·3*	4,209	*+ 2·7*	274	*+13·2*	1,239	*+13·6*	15,535	*+ 8·8*	1955
348	*+27·0*	390	*+ 0·8*	4,769	*+13·3*	301	*+ 9·9*	1,543	*+24·5*	17,055	*+ 9·8*	1956
402	*+15·5*	437	*+12·1*	5,510	*+15·5*	372	*+23·6*	1,774	*+15·0*	19,373	*+13·6*	1957
439	*+ 9·2*	424	*— 3·0*	5,103	*— 7·4*	313	*—15·9*	1,684	*— 5·1*	19,163	*— 1·1*	1958
439	Nil	444	*+ 4·7*	4,622	*— 9·4*	307	*— 1·9*	1,819	*+ 8·0*	18,743	*— 2·2*	1959
518	*+18·0*	500	*+12·6*	5,040	*+ 9·0*	387	*+26·1*	2,232	*+22·7*	21,310	*+13·7*	1960
527	*+ 1·7*	525	*+ 5·0*	5,055	*+ 0·3*	386	*— 0·3*	2,348	*+ 5·2*	21,351	*+ 0·2*	1961
595	*+12·9*	531	*+ 1·1*	5,322	*+ 5·3*	368	*— 4·7*	2,540	*+ 8·2*	21,243	*— 0·5*	1962
599	*+ 0·7*	559	*+ 5·3*	5,434	*+ 2·1*	430	*+16·8*	2,908	*+14·5*	22,234	*+ 4·7*	1963
662	*+10·5*	623	*+11·4*	6,404	*+17·9*	538	*+25·1*	3,539	*+21·7*	25,071	*+12·8*	1964
94	*+ 8·0*	114	*+23·9*	2,535	*+12·5*	107	*—12·3*	189	*+96·9*	4,378	*+15·0*	1954 Latin America
80	*—13·5*	116	*+ 1·8*	2,500	*— 1·4*	102	*— 4·7*	175	*— 7·4*	4,391	*+ 0·3*	1955
111	*+37·0*	112	*— 3·4*	2,919	*+16·8*	119	*+16·7*	161	*— 8·0*	4,878	*+11·1*	1956
133	*+19·8*	125	*+11·6*	3,704	*+26·9*	179	*+50·4*	149	*— 7·5*	6,083	*+24·7*	1957
155	*+16·5*	130	*+ 4·0*	3,277	*—11·5*	122	*—31·8*	189	*+26·8*	5,673	*— 6·8*	1958
112	*—27·7*	129	*— 0·8*	2,682	*—18·2*	113	*— 7·4*	220	*+16·4*	5,071	*—10·6*	1959
123	*+ 9·8*	137	*+ 6·2*	2,709	*+ 1·0*	114	*— 0·9*	269	*+22·3*	5,276	*+ 4·0*	1960
118	*— 4·1*	152	*+10·9*	2,632	*— 2·8*	141	*+23·7*	311	*+15·6*	5,400	*+ 2·4*	1961
115	*— 2·5*	149	*— 2·0*	2,501	*— 5·0*	129	*— 9·5*	312	*+ 0·3*	5,152	*— 4·6*	1962
105	*— 8·7*	138	*— 7·4*	2,360	*— 5·6*	163	*+26·0*	314	*+ 0·6*	4,834	*— 6·2*	1963
107	*+ 1·9*	159	*+15·2*	2,781	*+17·8*	181	*+11·0*	394	*+25·5*	5,494	*+13·7*	1964
70	*+20·7*	88	*+18·9*	618	*+18·6*	106	*+10·4*	392	*+64·0*	5,032	*+13·2*	1954 Non-OECD Sterling Area (*d*)
77	*+10·0*	95	*+ 8·0*	744	*+20·4*	142	*+34·0*	524	*+33·7*	5,729	*+13·9*	1955
92	*+19·5*	103	*+ 8·4*	815	*+ 9·5*	153	*+ 7·7*	566	*+ 8·0*	6,084	*+ 6·2*	1956
94	*+ 2·2*	113	*+ 9·7*	935	*+14·7*	153	Nil	665	*+17·5*	6,674	*+ 9·7*	1957
90	*— 4·3*	113	Nil	797	*—14·6*	160	*+ 4·6*	605	*— 9·0*	6,426	*— 3·7*	1958
92	*+ 2·2*	111	*— 1·8*	902	*+13·2*	155	*— 3·1*	677	*+11·9*	6,407	*— 0·3*	1959
114	*+23·9*	161	*+15·0*	1,211	*+34·0*	219	*+41·3*	924	*+36·5*	7,553	*+17·9*	1960
135	*+18·4*	158	*— 1·9*	1,167	*— 3·6*	195	*—11·0*	871	*— 5·7*	7,251	*— 4·0*	1961
147	*+ 8·9*	177	*+12·2*	1,519	*+30·2*	202	*+ 3·6*	992	*+13·9*	7,638	*+ 5·3*	1962
158	*+ 7·5*	185	*+ 4·5*	1,770	*+16·5*	234	*+16·0*	1,193	*+20·3*	8,560	*+12·1*	1963
171	*+ 8·2*	216	*+16·8*	2,201	*+24·4*	307	*+31·2*	1,456	*+22·0*	9,796	*+14·4*	1964
35	*—13·1*	53	*+ 4·9*	—	—	—	—	24	*+521·1*	414	—	1954 Sino-Soviet Bloc
31	*—13·1*	58	*+ 9·2*	1	—	1	—	37	*+57·6*	516	*+24·5*	1955
44	*+43·3*	68	*+17·1*	3	*+342·9*	3	*+145·5*	72	*+94·1*	774	*+50·0*	1956
71	*+62·0*	83	*+22·1*	8	*+145·2*	5	*+81·5*	73	*+ 1·7*	932	*+20·5*	1957
66	*— 6·6*	69	*—17·1*	24	*+218·4*	6	*+16·3*	67	*— 8·6*	1,222	*+31·1*	1958
75	*+14·1*	90	*+30·3*	22	*— 7·9*	9	*+64·9*	28	*—58·0*	1,299	*+ 6·3*	1959
81	*+ 7·0*	63	*—23·6*	50	*+123·8*	22	*+131·9*	58	*+106·7*	1,660	*+27·8*	1960
80	*— 1·5*	68	Nil	35	*—30·5*	22	*+ 1·4*	83	*+42·0*	1,594	*— 4·0*	1961
119	*+49·3*	60	*—12·7*	15	*—56·2*	7	*—68·8*	185	*+123·3*	1,743	*+ 9·3*	1962
94	*—20·7*	66	*+10·7*	19	*+25·0*	6	*—17·4*	222	*+20·3*	1,669	*— 4·2*	1963
127	*+34·8*	73	*+10·3*	24	*+26·8*	4	*—31·6*	350	*+57·1*	1,905	*+14·1*	1964
76	*+14·3*	96	*+ 5·3*	947	*+ 3·5*	29	*+29·7*	486	*+ 7·6*	4,457	*+ 8·1*	1954 Other countries
87	*+14·0*	118	*+23·0*	964	*+ 1·9*	29	*+ 0·3*	503	*+ 3·4*	4,899	*+ 9·9*	1955
101	*+17·1*	107	*— 9·2*	1,032	*+ 7·0*	26	*— 9·0*	744	*+47·9*	5,320	*+ 8·6*	1956
104	*+ 2·9*	116	*+ 8·4*	863	*—16·3*	35	*+33·5*	887	*+19·2*	5,685	*+ 6·9*	1957
128	*+22·7*	112	*— 3·3*	1,005	*+16·4*	25	*—27·9*	823	*— 7·2*	5,842	*+ 2·8*	1958
160	*+24·8*	115	*+ 2·0*	1,016	*+ 1·1*	30	*+17·0*	894	*+ 8·6*	5,965	*+ 2·1*	1959
200	*+25·5*	134	*+16·7*	1,070	*+ 5·4*	32	*+ 8·8*	981	*+ 9·7*	6,822	*+14·4*	1960
195	*— 2·9*	147	*+ 9·7*	1,221	*+14·1*	28	*—13·4*	1,083	*+10·5*	7,106	*+ 4·2*	1961
214	*+10·2*	145	*— 0·9*	1,287	*+ 5·4*	30	*+ 7·9*	1,051	*— 3·0*	6,710	*— 5·6*	1962
252	*+17·5*	170	*+16·9*	1,291	*+ 0·3*	27	*— 9·3*	1,179	*+12·1*	7,212	*+ 7·5*	1963
257	*+ 2·0*	176	*+ 3·3*	1,399	*+ 8·3*	45	*+65·6*	1,340	*+13·7*	7,876	*+ 9·2*	1964

(*a*) Including the Channel Islands from 1959. Figures prior to 1959 are not completely comparable with later figures because of re-classification of parcel post and secondhand aircraft. Excluding exports of pearls, diamonds and other precious and semi-precious stones.
(*b*) Excluding United States Special Category exports. During 1957 certain Special Category items (amounting to approximately U.S. $185 million) were de-restricted. Figures from 1958 onwards include these former Special Category goods and are not therefore strictly comparable with previous periods.
(*c*) OECD countries including Japan.
(*d*) Sterling Area excluding United Kingdom, Iceland and Ireland.
(*e*) 1960, 1961 and 1962 figures include some estimation.

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TABLE VI—EXPORTS OF MANUFACTURES BY COMMODITY

US dollar million: percentage change over year earlier in italics

SITC Category		United Kingdom (a)		Total EEC		German Federal Republic (b)		Belgium-Luxembourg		France (c)		Italy		Netherlands	
Total Manufactures (Sections 5 to 8)	1954	5,043	+ 4	10,998	+12	4,420	+21	1,804	+ 4	2,703	+ 9	933	+ 4	1,138	+11
	1955	6,521	+10	13,008	+18	5,248	+19	2,167	+20	3,156	+17	1,139	+22	1,298	+14
	1956	7,197	+10	14,588	+12	6,318	+20	2,537	+17	3,013	— 5	1,360	+19	1,360	+ 5
	1957	7,594	+ 6	16,522	+13	7,467	+18	2,532	Nil	3,410	+13	1,620	+19	1,493	+10
	1958	7,446	— 2	17,184	+ 4	7,771	+ 4	2,450	— 3	3,615	+ 6	1,726	+ 7	1,622	+ 9
	1959	7,790	+ 5	19,422	+13	8,675	+12	2,683	+10	4,173	+15	2,010	+17	1,881	+16
	1960	8,306	+ 7	23,074	+19	10,129	+17	3,068	+14	5,064	+21	2,702	+34	2,111	+12
	1961	8,636	+ 4	25,044	+ 9	11,207	+11	3,173	+ 3	5,211	+ 3	3,153	+17	2,300	+ 9
	1962	8,840	+ 2	26,588	+ 6	11,738	+ 5	3,488	+10	5,400	+ 4	3,514	+11	2,448	+ 6
	1963	9,430	+ 7	29,168	+10	12,910	+10	3,830	+10	5,841	+ 8	3,877	+10	2,710	+11
	1964	9,903	+ 5	33,395	+14	14,394	+12	4,535	+18	6,474	+11	4,661	+20	3,331	+23
Chemicals (Section 5)	1954	577	—	1,398	—	605	—	174	—	336	—	111	—	172	—
	1955	660	+14	1,557	+11	680	+12	186	+ 7	370	+10	127	+15	193	+12
	1956	692	+ 5	1,718	+10	778	+14	205	+10	367	— 1	152	+19	216	+12
	1957	755	+ 9	1,955	+14	903	+16	219	+ 7	414	+13	156	+ 3	263	+22
	1958	743	— 2	2,042	+ 4	940	+ 4	231	+ 6	429	+ 4	169	+ 8	273	+ 4
	1959	827	+11	2,362	+16	1,105	+17	258	+12	472	+10	208	+24	319	+17
	1960	893	+ 8	2,709	+15	1,261	+14	254	— 2	594	+26	263	+26	337	+ 6
	1961	917	+ 3	2,966	+ 9	1,384	+10	249	— 2	633	+ 7	323	+23	377	+12
	1962	962	+ 5	3,120	+ 5	1,445	+ 4	252	+ 1	655	+ 3	360	+11	408	+ 8
	1963	1,030	+ 7	3,525	+13	1,646	+14	288	+14	756	+15	387	+ 8	448	+10
	1964	1,154	+12	4,109	+17	1,837	+15	317	+10	880	+16	489	+26	536	+20
Textiles other than Wool Tops (Division 65)	1954	899	—	1,513	—	268	—	292	—	498	—	263	—	192	—
	1955	859	— 4	1,558	+ 3	300	+12	294	+ 1	487	— 2	275	+ 5	203	+ 5
	1956	816	— 5	1,553	Nil	300	Nil	321	+ 9	418	—14	300	+ 9	214	+ 6
	1957	834	+ 2	1,658	+ 7	323	+ 8	336	+ 5	437	+ 4	334	+11	228	+ 7
	1958	704	—16	1,530	— 8	303	— 6	292	—13	399	— 9	299	—10	237	+ 4
	1959	685	— 3	1,721	+12	344	+14	326	+12	439	+10	348	+17	264	+11
	1960	721	+ 5	2,071	+20	395	+15	385	+18	557	+27	440	+26	294	+12
	1961	689	— 4	2,191	+ 6	415	+ 5	410	+ 6	567	+ 2	490	+11	309	+ 5
	1962	686	Nil	2,348	+ 7	444	+ 7	469	+14	598	+ 5	513	+ 5	324	+ 5
	1963	711	+ 4	2,557	+ 9	530	+19	508	+ 8	631	+ 6	532	+ 4	356	+10
	1964	771	+ 8	2,882	+13	613	+16	566	+11	683	+ 8	602	+13	418	+17
Cotton Fabrics (Group 652)	1954	232	—	362	—	68	—	49	—	148	—	33	—	63	—
	1955	200	—14	346	— 4	83	+22	47	— 5	115	—23	35	+ 4	66	+ 6
	1956	173	—14	309	—11	72	—13	47	+ 1	84	—26	32	— 8	73	+10
	1957	170	— 2	323	+ 5	74	+ 3	49	+ 4	91	+ 7	36	+13	73	Nil
	1958	145	—15	315	— 3	71	— 5	41	—16	87	— 4	38	+ 7	78	+ 7
	1959	130	—10	330	+ 5	80	+13	44	+ 8	91	+ 5	32	—18	83	+ 6
	1960	126	— 3	417	+26	98	+22	58	+32	125	+37	41	+31	94	+14
	1961	117	— 7	417	Nil	103	+ 5	61	+ 5	120	— 4	41	Nil	92	— 2
	1962	94	—19	383	— 8	89	—14	64	+ 5	109	— 9	33	—10	88	— 4
	1963	97	— 7	377	— 2	90	+ 1	67	+ 5	104	— 5	28	—15	88	Nil
	1964	89	— 8	385	+ 2	90	Nil	70	+ 4	105	+ 1	28	Nil	92	+ 5
Woollen and Worsted Fabrics (Item 653·2)	1954	183	—	157	—	13	—	31	—	34	—	54	—	25	—
	1955	196	+ 7	172	+ 9	16	+19	29	— 9	33	— 4	71	+32	23	— 5
	1956	198	+ 1	198	+15	17	+ 7	36	+26	33	+ 1	89	+25	23	— 3
	1957	207	+ 5	230	+16	19	+11	42	+16	35	+ 5	109	+22	25	+11
	1958	178	—14	203	—12	17	—11	37	—11	32	— 9	92	—15	25	— 1
	1959	180	+ 1	233	+14	21	+27	43	+14	34	+ 8	105	+13	30	+20
	1960	184	+ 2	269	+15	23	+ 8	48	+13	40	+17	124	+19	33	+ 7
	1961	178	— 3	286	+ 6	23	Nil	54	+13	41	+ 3	135	+ 9	33	Nil
	1962	174	— 3	306	+ 7	26	+13	56	+ 4	46	+12	145	+ 7	33	Nil
	1963	179	+ 3	307	Nil	28	+ 8	56	Nil	47	+ 2	143	— 1	33	Nil
	1964	188	+ 5	311	+ 1	28	Nil	54	— 4	45	— 4	151	+ 6	34	+ 3
Fabrics of Synthetic and other Man-made Fibres (Items 653·5, ·6 and ·8)	1954	79	—	219	—	81	—	13	—	63	—	45	—	17	—
	1955	60	—24	205	— 6	78	— 4	14	+ 5	60	— 4	35	—22	19	+ 7
	1956	51	—15	205	Nil	78	Nil	18	+28	55	— 9	35	+ 1	19	+ 4
	1957	47	— 8	214	+ 4	78	+ 1	21	+21	57	+ 5	37	+ 4	21	+ 9
	1958	38	—19	198	— 7	70	—11	21	— 3	56	— 2	29	—22	22	+ 2
	1959	31	—18	212	+ 7	73	+ 5	25	+19	51	—10	44	+52	20	— 8
	1960	30	— 2	244	+15	81	+10	26	+ 6	57	+13	60	+38	20	Nil
	1961	29	— 3	270	+11	85	+ 5	36	+38	55	— 4	72	+20	22	+10
	1962	32	+11	336	+24	98	+15	51	+42	75	+36	84	+17	28	+27
	1963	45	+41	381	+14	116	+18	56	+10	88	+17	89	+ 6	32	+14
	1964	54	+20	443	+16	136	+17	72	+29	90	+ 2	100	+12	44	+38
Base Metals and Miscellaneous Manufactures of Metal (Divisions 67, 68 and 69 excluding Group 681)	1954	821	—	2,407	—	753	—	760	—	626	—	76	—	192	—
	1955	957	+17	3,094	+29	893	+19	984	+30	872	+39	122	+61	223	+16
	1956	1,114	+16	3,641	+18	1,217	+36	1,173	+19	837	— 4	189	+55	225	+ 1
	1957	1,232	+11	4,015	+10	1,506	+24	1,139	— 3	891	+ 7	226	+20	253	+12
	1958	1,151	— 7	3,802	— 5	1,350	—10	1,036	— 9	902	+ 1	242	+ 7	272	+ 8
	1959	1,200	+ 4	4,278	+13	1,574	+17	1,105	+ 7	1,048	+16	258	+ 7	293	+ 8
	1960	1,242	+ 4	5,160	+21	1,951	+24	1,359	+23	1,186	+13	331	+28	329	+12
	1961	1,250	+ 1	5,165	Nil	2,050	+ 5	1,276	— 6	1,203	+ 2	313	— 5	323	— 2
	1962	1,255	Nil	5,036	— 3	2,012	— 2	1,321	+ 4	1,086	—10	318	+ 2	299	— 7
	1963	1,213	— 3	5,083	+ 1	1,934	— 4	1,367	+ 3	1,104	+ 2	329	+ 3	349	+17
	1964	1,315	+ 8	5,859	+16	2,133	+10	1,595	+17	1,268	+15	467	+42	426	+22
Iron and Steel (Division 67)	1954	382	—	1,417	—	364	—	480	—	474	—	33	—	66	—
	1955	437	+14	1,929	+36	428	+17	651	+36	693	+46	62	+89	94	+44
	1956	484	+11	2,336	+21	659	+54	793	+22	681	— 2	113	+80	91	— 4
	1957	595	+23	2,726	+17	943	+43	823	+ 4	711	+ 4	138	+23	111	+22
	1958	526	—12	2,510	— 8	798	—15	742	—10	690	— 3	148	+ 7	132	+19
	1959	536	+ 2	2,787	+11	927	+16	752	+ 1	812	+18	149	+ 1	148	+12
	1960	602	+12	3,481	+25	1,246	+34	954	+27	893	+10	198	+33	189	+28
	1961	591	— 2	3,370	— 3	1,288	+ 3	853	—11	884	— 1	170	—14	175	— 7
	1962	560	— 5	3,239	— 4	1,245	— 2	884	+ 4	769	—13	169	— 1	172	— 2
	1963	573	+ 2	3,166	— 2	1,146	— 8	885	Nil	757	— 2	169	Nil	209	+22
	1964	610	+ 6	3,616	+14	1,235	+ 8	1,031	+16	888	+17	242	+43	2	

TABLE VI—EXPORTS OF MANUFACTURES BY COMMODITY, *continued*

US dollar million: percentage change over year earlier in italics

Sweden		Switzerland		United States (*d*)		Canada		Japan		Total		SITC Category
812	+15	1,115	+ 3	7,477	+ 4	1,821	Nil	1,389	+33	29,555	+ 8	1954 Total Manufactures
892	+10	1,199	+ 8	8,321	+11	2,061	+13	1,744	+26	33,746	+14	1955 (Sections 5 to 8)
1,045	+17	1,324	+10	9,718	+17	2,244	+ 9	2,181	+25	38,297	+14	1956
1,200	+15	1,437	+ 9	10,831	+11	2,350	+ 5	2,538	+16	42,472	+11	1957
1,263	+ 5	1,419	— 1	9,772	—11	2,231	— 5	2,509	— 1	41,824	— 2	1958
1,361	+ 8	1,543	+ 9	9,630	— 1	2,390	+ 7	3,032	+21	45,168	+ 8	1959
1,604	+18	1,722	+12	11,338	+18	2,517	+ 5	3,601	+19	52,162	+16	1960
1,795	+12	1,873	+ 9	11,348	Nil	2,521	Nil	3,764	+ 5	54,981	+ 5	1961
1,991	+11	2,031	+ 8	11,926	+ 5	2,634	+ 4	4,350	+16	58,360	+ 6	1962
2,195	+10	2,196	+ 8	12,556	+ 5	2,829	+ 7	4,917	+13	63,291	+ 8	1963
2,499	+14	2,410	+10	14,855	+15	3,432	+21	6,069	+23	72,563	+15	1964
39	—	208	—	1,002	—	199	—	79	—	3,502	—	1954 Chemicals
45	+18	215	+ 3	1,107	+10	246	+23	94	+19	3,924	+12	1955 (Section 5)
51	+12	235	+ 9	1,260	+14	271	+10	107	+14	4,334	+10	1956
50	— 1	258	+10	1,400	+11	244	—10	126	+18	4,788	+10	1957
57	+13	258	Nil	1,362	— 3	232	— 5	138	+ 9	4,832	+ 1	1958
66	+17	306	+19	1,502	+10	243	+ 5	167	+21	5,473	+13	1959
74	+12	362	+18	1,702	+13	189	—22	169	+ 2	6,098	+11	1960
80	+ 8	387	+ 7	1,756	+ 3	183	— 3	189	+12	6,478	+ 6	1961
89	+11	416	+ 8	1,845	+ 5	201	+10	261	+38	6,894	+ 6	1962
103	+16	466	+12	1,922	+ 4	219	+ 9	315	+21	7,580	+10	1963
124	+20	526	+13	2,354	+22	250	+14	384	+22	8,901	+17	1964
12	—	154	—	460	—	15	—	550	—	3,603	—	1954 Textiles other than Wool Tops
13	+ 5	166	+ 7	455	— 1	14	— 7	585	+ 6	3,650	+ 1	1955 (Division 65)
15	+16	176	+ 6	453	Nil	13	— 3	693	+19	3,719	+ 2	1956
17	+12	183	+ 4	476	+ 5	18	+35	815	+17	4,001	+ 5	1957
17	+ 1	170	— 7	441	— 7	15	—17	705	—13	3,582	—11	1958
21	+23	186	+ 9	457	+ 4	18	+20	758	+ 7	3,845	+ 7	1959
25	+21	189	+ 1	493	+ 8	32	+81	924	+22	4,455	+16	1960
34	+36	192	+ 2	492	Nil	29	— 9	877	— 5	4,504	+ 1	1961
39	+15	199	+ 4	494	Nil	26	—10	922	+ 5	4,714	+ 5	1962
41	+ 5	207	+ 4	491	— 1	34	+31	916	— 1	4,957	+ 5	1963
49	+20	225	+ 9	582	+19	45	+32	1,038	+13	5,592	+13	1964
2	—	40	—	185	—	1	—	252	—	1,214(*e*)	—	1954 Cotton Fabrics
2	+ 3	39	— 4	167	—10	1	+ 4	230	— 9	1,105(*e*)	— 9	1955 (Group 652)
3	+29	41	+ 4	162	— 3	1	— 5	267	+16	1,076(*e*)	— 3	1956
3	+ 6	41	+ 1	174	+ 8	2	+37	317	+19	1,165(*e*)	+ 8	1957
4	+13	37	— 8	161	— 7	2	— 5	277	—13	1,039(*e*)	—11	1958
4	+23	39	+ 3	152	— 5	2	+48	291	+ 5	1,077(*e*)	+ 4	1959
7	+60	40	+ 3	154	+ 1	6	+176	351	+21	1,224(*e*)	+14	1960
9	+29	37	— 7	149	— 3	9	+50	348	— 1	1,188(*e*)	— 3	1961
9	Nil	35	— 7	138	— 8	6	—32	341	— 2	1,102(*e*)	— 7	1962
8	—11	33	— 6	124	—10	7	Nil	308	—10	1,047(*e*)	— 5	1963
9	+13	35	+ 6	131	+ 6	10	+43	310	+ 1	1,088(*e*)	+ 4	1964
2	—	8	—	2	—	1	—	17	—	370	—	1954 Woollen and Worsted Fabrics
1	— 7	8	+11	2	—13	—	—	28	+65	407	+10	1955 (Item 653·2)
2	+27	9	+ 8	1	—26	—	—	33	+20	441	+ 8	1956
1	—25	10	+13	1	— 1	—	—	45	+34	494	+12	1957
1	—33	8	—17	2	+ 7	—	—	34	—24	426	—14	1958
1	+33	9	+10	1	—19	—	—	47	+39	471	+11	1959
1	+10	9	— 2	1	Nil	—	—	55	+15	519	+10	1960
2	+100	9	Nil	1	Nil	—	—	37	—33	513	— 1	1961
2	Nil	10	+11	2	+11	—	—	50	+35	544	+ 6	1962
2	Nil	11	+10	2	Nil	3	Nil	59	+18	563	+ 3	1963
3	+50	12	+ 9	2	Nil	—	—	64	+ 8	580	+ 3	1964
2	—	14	—	112	—	2	—	109	—	537	—	1954 Fabrics of Synthetic and other
2	+ 8	14	— 3	112	— 1	1	—17	155	+42	549	+ 2	1955 Man-made Fibres
3	+22	12	— 5	112	+ 1	1	+13	222	+43	606	+10	1956 (Items 653·5, ·6 and ·8)
4	+43	12	— 4	109	— 3	1	—22	243	+10	630	+ 4	1957
3	—11	12	+ 8	83	—24	1	—21	204	—16	539	—14	1958
5	+44	16	+28	88	+ 6	1	+27	189	— 8	542	+ 1	1959
4	—20	16	+ 3	85	— 3	3	+162	216	+15	598	+10	1960
5	+25	13	—19	80	— 6	1	—67	216	Nil	614	+ 3	1961
7	+40	22	+69	85	+ 6	4	+300	206	— 5	692	+13	1962
8	+14	23	+ 5	100	+18	6	+50	212	+ 3	775	+14	1963
8	Nil	25	+ 9	117	+17	4	—33	235	+11	886	+14	1964
164	—	70	—	953	—	519	—	250	—	5,184	—	1954 Base Metals and Miscellaneous
197	+20	74	+ 6	1,215	+27	652	+ 6	386	+54	6,575	+27	1955 Manufactures of Metal
243	+23	83	+12	1,497	+23	720	+30	340	—12	7,638	+16	1956 (Divisions 67, 68 and 69 excluding
252	+ 4	91	+10	1,826	+22	756	+ 5	323	— 5	8,495	+11	1957 Group 681)
247	— 2	99	+ 9	1,284	—30	633	—16	370	+15	7,586	—11	1958
273	+11	115	+16	991	—23	742	+17	401	+ 8	8,000	+ 6	1959
325	+19	97	—17	1,531	+54	869	+17	561	+40	9,785	+22	1960
356	+10	95	— 2	1,322	—14	832	— 4	559	Nil	9,579	— 2	1961
355	Nil	99	+ 4	1,284	— 3	840	— 4	742	+33	9,611	Nil	1962
388	+ 9	109	+10	1,372	+ 7	884	+ 5	942	+27	9,991	+ 4	1963
463	+19	125	+15	1,634	+19	1,021	+15	1,203	+28	11,650	+17	1964
73	—	5	—	493	—	29	—	167	—	2,566	—	1954 Iron and Steel
95	+31	5	+19	674	+37	78	+165	260	+55	3,478	+36	1955 (Division 67)
129	+36	6	+17	827	+23	79	+ 1	223	—14	4,084	+17	1956
139	+ 7	7	+14	1,111	+34	115	+47	209	— 6	4,902	+20	1957
138	— 1	7	+ 1	612	—45	75	—35	250	+19	4,118	—16	1958
156	+13	9	+20	409	—33	125	+67	253	+ 1	4,275	+ 4	1959
197	+26	12	+37	658	+61	155	+24	388	+53	5,493	+29	1960
223	+13	16	+33	508	—23	130	—16	380	— 2	5,218	— 5	1961
217	— 3	14	—12	471	— 7	140	+ 8	531	+40	5,172	— 1	1962
237	+ 9	15	+ 7	523	+11	171	+22	699	+32	5,384	+ 4	1963
292	+23	17	+13	675	+29	212	+24	910	+30	6,332	+18	1964

For notes see end of Table

TABLE VI—EXPORTS OF MANUFACTURES BY COMMODITY, *continued*

US dollar million: percentage change over year earlier in italics

SITC Category		United Kingdom (a)		Total EEC		German Federal Republiic (b)		Belgium-Luxembourg		France (c)		Italy		Netherlands	
Machinery and Transport Equipment (Section 7)	1954	2,770	—	3,709	—	2,050	—	259	—	718	—	297	—	385	—
	1955	3,051	*+10*	4,374	*+18*	2,467	*+20*	308	*+19*	812	*+13*	371	*+25*	416	*+ 8*
	1956	3,466	*+14*	5,027	*+15*	2,988	*+21*	363	*+18*	802	*— 1*	454	*+22*	420	*+ 1*
	1957	3,691	*+ 6*	5,993	*+19*	3,578	*+20*	382	*+ 5*	994	*+24*	580	*+28*	459	*+ 9*
	1958	3,827	*+ 4*	6,806	*+14*	3,981	*+11*	427	*+12*	1,174	*+18*	687	*+18*	537	*+17*
	1959	4,022	*+ 5*	7,528	*+11*	4,304	*+ 8*	427	Nil	1,382	*+18*	774	*+13*	641	*+19*
	1960	4,291	*+ 7*	8,998	*+20*	4,989	*+16*	488	*+14*	1,713	*+24*	1,053	*+36*	755	*+18*
	1961	4,551	*+ 6*	10,244	*+14*	5,745	*+15*	596	*+22*	1,782	*+ 4*	1,268	*+20*	853	*+13*
	1962	4,650	*+ 2*	11,193	*+ 9*	6,127	*+ 7*	709	*+19*	1,975	*+11*	1,432	*+13*	950	*+11*
	1963	5,058	*+ 9*	12,438	*+11*	6,817	*+11*	839	*+18*	2,159	*+ 9*	1,579	*+10*	1,044	*+10*
	1964	5,113	*+ 1*	14,057	*+13*	7,531	*+10*	1,037	*+24*	2,302	*+ 7*	1,846	*+17*	1,541	*+28*
Machinery other than Electric (Division 71)	1954	1,140	—	1,609	—	1,043	—	87	—	254	—	149	—	77	—
	1955	1,251	*+10*	1,868	*+16*	1,190	*+14*	101	*+16*	290	*+14*	190	*+28*	97	*+26*
	1956	1,363	*+ 9*	2,192	*+17*	1,444	*+21*	118	*+17*	278	*— 4*	225	*+18*	128	*+32*
	1957	1,519	*+11*	2,641	*+20*	1,748	*+21*	144	*+22*	329	*+19*	282	*+25*	138	*+ 8*
	1958	1,531	*+ 1*	2,863	*+ 8*	1,886	*+ 8*	151	*+ 5*	369	*+12*	307	*+ 9*	150	*+ 8*
	1959	1,682	*+10*	3,015	*+ 5*	1,928	*+ 2*	152	*+ 1*	419	*+14*	338	*+10*	178	*+19*
	1960	1,914	*+14*	3,729	*+24*	2,255	*+17*	190	*+25*	563	*+34*	516	*+53*	206	*+16*
	1961	2,187	*+14*	4,572	*+23*	2,832	*+26*	240	*+26*	650	*+15*	613	*+19*	237	*+15*
	1962	2,241	*+ 2*	5,117	*+12*	3,077	*+ 9*	288	*+20*	760	*+17*	707	*+15*	285	*+20*
	1963	2,404	*+ 7*	5,492	*+ 7*	3,299	*+ 7*	300	*+ 4*	812	*+ 7*	793	*+12*	288	*+ 1*
	1964	2,403	Nil	6,067	*+10*	3,588	*+ 9*	374	*+25*	911	*+12*	863	*+ 9*	331	*+15*
Electric Machinery, Apparatus and Appliances (Division 72)	1954	492	—	776	—	376	—	63	—	140	—	39	—	158	—
	1955	553	*+12*	927	*+19*	460	*+22*	86	*+35*	154	*+10*	45	*+15*	182	*+15*
	1956	624	*+13*	1,024	*+10*	557	*+21*	98	*+14*	141	*— 9*	43	*— 5*	185	*+ 2*
	1957	653	*+ 5*	1,175	*+15*	659	*+18*	102	*+ 5*	170	*+21*	54	*+26*	190	*+ 3*
	1958	644	*— 1*	1,309	*+11*	692	*+ 5*	114	*+12*	209	*+23*	68	*+26*	226	*+19*
	1959	667	*+ 4*	1,464	*+12*	801	*+16*	96	*—15*	220	*+ 5*	77	*+13*	270	*+19*
	1960	682	*+ 2*	1,762	*+20*	881	*+10*	114	*+18*	282	*+28*	137	*+78*	348	*+29*
	1961	760	*+11*	2,038	*+16*	1,022	*+16*	132	*+16*	319	*+13*	167	*+22*	398	*+14*
	1962	803	*+ 6*	2,217	*+ 9*	1,085	*+ 6*	159	*+20*	348	*+ 9*	209	*+25*	416	*+ 5*
	1963	891	*+11*	2,474	*+12*	1,173	*+ 8*	187	*+18*	392	*+13*	262	*+25*	460	*+11*
	19o4	882	*— 1*	2,913	*+18*	1,311	*+12*	233	*+25*	449	*+15*	342	*+31*	578	*+26*
Transport Equipment (Division 73)	1954	1,138	—	1,324	—	631	—	109	—	324	—	109	—	150	—
	1955	1,247	*+10*	1,580	*+19*	817	*+29*	122	*+11*	368	*+13*	136	*+25*	137	*— 9*
	1956	1,479	*+19*	1,812	*+15*	987	*+21*	147	*+21*	383	*+ 4*	187	*+37*	107	*—22*
	1957	1,518	*+ 3*	2,177	*+20*	1,171	*+19*	137	*— 7*	495	*+29*	244	*+30*	130	*+21*
	1958	1,651	*+ 9*	2,634	*+21*	1,403	*+20*	162	*+19*	596	*+20*	312	*+28*	161	*+24*
	1959	1,673	*+ 1*	3,049	*+16*	1,575	*+12*	178	*+10*	743	*+25*	359	*+15*	194	*+20*
	1960	1,695	*+ 1*	3,506	*+15*	1,853	*+18*	185	*+ 4*	868	*+17*	400	*+11*	200	*+ 3*
	1961	1,605	*— 5*	3,634	*+ 4*	1,891	*+ 2*	224	*+21*	813	*— 6*	488	*+22*	218	*+ 9*
	1962	1,606	Nil	3,861	*+ 6*	1,966	*+ 4*	262	*+17*	868	*+ 7*	516	*+ 6*	249	*+14*
	1963	1,764	*+10*	4,472	*+16*	2,345	*+19*	353	*+35*	955	*+10*	524	*+ 2*	295	*+18*
	1964	1,828	*+ 4*	5,078	*+14*	2,632	*+12*	430	*+22*	943	*— 1*	641	*+22*	432	*+46*
Passenger Road Motor Vehicles, complete and Chassis (other than buses or motor-cycles) (Items 732·1 and 732·6)	1954	341	—	436	—	235	—	23	—	119	—	51	—	8	—
	1955	361	*+ 6*	600	*+37*	333	*+41*	35	*+55*	147	*+24*	77	*+50*	8	*— 4*
	1956	338	*— 6*	701	*+17*	400	*+20*	52	*+48*	160	*+ 9*	79	*+ 4*	8	*+10*
	1957	443	*+31*	872	*+24*	497	*+24*	46	*—12*	222	*+38*	100	*+26*	7	*—11*
	1958	529	*+19*	1,170	*+34*	659	*+33*	49	*+ 8*	312	*+41*	139	*+39*	11	*+51*
	1959	624	*+18*	1,520	*+30*	784	*+19*	67	*+37*	471	*+51*	183	*+32*	13	*+15*
	1960	630	*+ 1*	1,644	*+ 8*	895	*+14*	88	*+30*	469	Nil	174	*— 5*	18	*+43*
	1961	415	*—34*	1,609	*— 2*	957	*+ 8*	100	*+14*	354	*—25*	184	*+ 6*	14	*—22*
	1962	604	*+50*	1,918	*+19*	1,067	*+11*	138	*+38*	429	*+21*	268	*+46*	16	*+14*
	1963	666	*+10*	2,240	*+17*	1,324	*+24*	146	*+ 6*	497	*+16*	253	*— 6*	20	*+25*
	1964	721	*+ 8*	2,495	*+11*	1,514	*+14*	218	*+49*	442	*—11*	281	*+11*	41	*+105*
Buses, Trucks, Lorries, complete, and Chassis (Items 732·2, ·3, ·4 and ·7)	1954	184	—	184	—	106	—	7	—	60	—	7	—	4	—
	1955	224	*+22*	201	*+ 9*	130	*+22*	9	*+35*	53	*—11*	5	*—24*	3	*—34*
	1956	237	*+ 6*	241	*+20*	156	*+20*	14	*+46*	49	*— 8*	18	*+261*	3	*+33*
	1957	240	*+ 1*	288	*+20*	192	*+23*	10	*—25*	68	*+38*	16	*—12*	2	*—44*
	1958	227	*— 6*	326	*+13*	210	*+10*	13	*+30*	85	*+25*	14	*—11*	4	*+99*
	1959	246	*+ 9*	342	*+ 5*	224	*+ 7*	14	*+ 8*	85	Nil	13	*— 7*	6	*+50*
	1960	290	*+18*	401	*+17*	245	*+ 9*	14	*+ 1*	104	*+23*	26	*+93*	13	*+116*
	1961	339	*+17*	406	*+ 1*	270	*+12*	20	*+43*	74	*—29*	27	*+ 4*	15	*+15*
	1962	313	*— 8*	417	*+ 3*	270	Nil	25	*+25*	70	*— 5*	38	*+41*	14	*— 7*
	1963	354	*+13*	423	*+ 1*	268	*— 1*	26	*+ 4*	73	*+ 4*	39	*+ 3*	17	*+21*
	1964	363	*+ 3*	494	*+17*	306	*+14*	32	*+23*	78	*+ 7*	57	*+46*	20	*+18*
Bodies, Chassis and other parts for Road Motor Vehicles (Item 732·8)	1954	143	—	70	—	35	—	2	—	25	—	7	—	1	—
	1955	162	*+14*	97	*+39*	57	*+63*	3	*+41*	25	*+ 3*	10	*+46*	2	*+35*
	1956	183	*+12*	125	*+29*	72	*+27*	4	*+40*	26	*+ 4*	20	*+101*	3	*+58*
	1957	190	*+ 4*	145	*+16*	83	*+15*	4	Nil	32	*+23*	23	*+15*	3	Nil
	1958	218	*+15*	167	*+15*	100	*+21*	4	*—16*	40	*+26*	20	*—13*	3	*— 1*
	1959	239	*+10*	215	*+29*	133	*+33*	4	*+15*	47	*+16*	27	*+32*	4	*+31*
	1960	296	*+24*	304	*+42*	181	*+37*	8	*+91*	73	*+57*	35	*+33*	6	*+58*
	1961	300	*+ 1*	374	*+23*	237	*+29*	11	*+38*	81	*+11*	41	*+17*	8	*+33*
	1962	320	*+ 7*	412	*+10*	267	*+13*	10	*— 9*	75	*— 7*	51	*+24*	9	*+13*
	1963	351	*+10*	462	*+12*	291	*+11*	12	*+20*	89	*+19*	59	*+16*	11	*+22*
	1964	398	*+13*	550	*+19*	342	*+18*	26	*+117*	103	*+16*	68	*+15*	12	*+ 9*
Other Manufactures (Section 8 and rest of Section 6)	1954	878	—	1,976	—	744	—	320	—	526	—	187	—	199	—
	1955	995	*+13*	2,425	*+23*	908	*+22*	394	*+23*	615	*+17*	243	*+30*	265	*+34*
	1956	1,109	*+11*	2,649	*+ 9*	1,035	*+14*	474	*+20*	589	*— 4*	266	*+ 9*	285	*+ 8*
	1957	1,081	*— 3*	2,904	*+10*	1,158	*+12*	456	*— 4*	676	*+15*	325	*+22*	289	*+ 1*
	1958	1,021	*— 6*	3,007	*+ 4*	1,197	*+ 3*	463	*+ 2*	712	*+ 5*	331	*+ 2*	304	*+ 5*
	1959	1,056	*+ 3*	3,536	*+18*	1,348	*+13*	571	*+23*	831	*+17*	422	*+27*	364	*+20*
	1960	1,159	*+10*	4,152	*+17*	1,534	*+14*	582	*+ 2*	1,015	*+22*	624	*+48*	397	*+ 9*
	1961	1,228	*+ 6*	4,476	*+ 8*	1,613	*+ 5*	642	*+10*	1,026	*+ 1*	757	*+21*	438	*+10*
	1962	1,288	*+ 5*	4,893	*+ 9*	1,710	*+ 6*	737	*+15*	1,087	*+ 6*	892	*+18*	467	*+ 7*
	1963	1,417	*+10*	5,564	*+14*	1,982	*+16*	827	*+12*	1,191	*+10*	1,050	*+18*	514	*+10*
	1964	1,550	*+ 9*	6,456	*+16*	2,229	*+12*	1,020	*+23*	1,341	*+13*	1,256	*+20*	610	*+19*

TABLE VI—EXPORTS OF MANUFACTURES BY COMMODITY, *continued*

US dollar million: percentage change over year earlier in italics

Sweden		Switzerland		United States (*d*)		Canada		Japan		Total		SITC Category	
376	—	313	—	3,995	—	280	—	202	—	11,645	—	1954	Machinery and Transport Equipment
388	*+ 3*	352	*+13*	4,351	*+ 9*	285	*+ 2*	247	*+22*	13,050	*+12*	1955	(Section 7)
454	*+17*	386	*+10*	5,242	*+20*	325	*+14*	484	*+96*	15,384	*+18*	1956	
579	*+28*	427	*+11*	5,703	*+ 9*	388	*+19*	630	*+30*	17,409	*+13*	1957	
634	*+ 9*	458	*+ 7*	5,242	*— 8*	453	*+17*	627	Nil	18,045	*+ 4*	1958	
668	*+ 5*	478	*+ 4*	5,161	*— 2*	413	*— 9*	810	*+29*	19,079	*+ 6*	1959	
782	*+17*	550	*+15*	5,993	*+16*	428	*+ 4*	928	*+15*	21,969	*+15*	1960	
884	*+14*	633	*+15*	6,104	*+ 2*	501	*+17*	1,120	*+21*	24,037	*+10*	1961	
1,034	*+17*	693	*+ 9*	6,543	*+ 7*	584	*+17*	1,233	*+10*	25,930	*+ 8*	1962	
1,127	*+ 9*	743	*+ 7*	6,809	*+ 4*	644	*+10*	1,469	*+19*	28,288	*+ 9*	1963	
1,254	*+11*	796	*+ 7*	8,020	*+18*	945	*+47*	1,958	*+33*	32,143	*+14*	1964	
163	—	231	—	1,918	—	151	—	101	—	5,313	—	1954	Machinery other than Electric
175	*+ 7*	265	*+15*	2,096	*+ 9*	152	*+ 1*	97	*— 5*	5,904	*+11*	1955	(Division 71)
219	*+25*	289	*+ 9*	2,673	*+28*	158	*+ 4*	117	*+20*	7,011	*+19*	1956	
265	*+21*	326	*+13*	2,980	*+11*	199	*+26*	128	*+10*	8,058	*+15*	1957	
260	*— 2*	342	*+ 5*	2,765	*— 7*	220	*+11*	134	*+ 4*	8,115	*+ 1*	1958	
287	*+10*	368	*+ 8*	2,765	Nil	261	*+19*	170	*+27*	8,548	*+ 5*	1959	
353	*+23*	420	*+14*	3,166	*+15*	260	Nil	222	*+30*	10,064	*+18*	1960	
437	*+24*	477	*+14*	3,532	*+12*	264	*+ 2*	313	*+41*	11,782	*+17*	1961	
515	*+18*	528	*+11*	3,843	*+ 9*	305	*+13*	335	*+ 7*	12,884	*+ 9*	1962	
513	Nil	566	*+ 7*	3,982	*+ 4*	343	*+12*	339	*+ 1*	13,639	*+ 6*	1963	
577	*+12*	603	*+ 7*	4,714	*+18*	435	*+27*	481	*+42*	15,280	*+12*	1964	
68	—	73	—	595	—	34	—	23	—	2,061	—	1954	Electric Machinery, Apparatus
68	Nil	76	*+ 3*	643	*+ 8*	32	*— 4*	31	*+34*	2,330	*+13*	1955	and Appliances
80	*+18*	82	*+ 9*	756	*+18*	34	*+ 5*	51	*+64*	2,651	*+14*	1956	(Division 72)
86	*+ 8*	86	*+ 4*	803	*+ 6*	37	*+10*	78	*+53*	2,918	*+10*	1957	
95	*+10*	91	*+ 6*	794	*— 1*	37	*— 1*	99	*+27*	3,069	*+ 5*	1958	
93	*— 2*	94	*+ 3*	775	*— 2*	44	*+19*	198	*+100*	3,335	*+ 9*	1959	
13	*+22*	119	*+27*	786	*+ 1*	64	*+46*	274	*+39*	3,800	*+14*	1960	
21	*+ 7*	143	*+20*	955	*+22*	78	*+20*	337	*+23*	4,432	*+17*	1961	
143	*+18*	150	*+ 4*	1,000	*+ 5*	90	*+17*	426	*+26*	4,829	*+ 9*	1962	
166	*+16*	166	*+11*	1,084	*+ 8*	102	*+13*	516	*+21*	5,399	*+12*	1963	
219	*+32*	181	*+ 9*	1,284	*+18*	118	*+16*	638	*+24*	6,235	*+15*	1964	
145	—	8	—	1,482	—	96	—	78	—	4,271	—	1954	Transport Equipment
145	Nil	12	*+40*	1,612	*+ 9*	101	*+ 5*	119	*+53*	4,816	*+13*	1955	(Division 73)
155	*+ 7*	14	*+19*	1,813	*+12*	133	*+32*	316	*+166*	5,722	*+19*	1956	
228	*+47*	15	*+ 6*	1,920	*+ 6*	151	*+14*	424	*+34*	6,433	*+12*	1957	
279	*+23*	24	*+63*	1,683	*—12*	195	*+29*	395	*— 7*	6,861	*+ 7*	1958	
288	*+ 3*	16	*—33*	1,621	*— 5*	107	*—45*	442	*+12*	7,196	*+ 5*	1959	
316	*+10*	11	*—33*	2,041	*+26*	103	*— 4*	433	*— 2*	8,105	*+13*	1960	
326	*+ 3*	13	*+18*	1,617	*—21*	159	*+54*	470	*+ 9*	7,824	*— 4*	1961	
376	*+17*	15	*+17*	1,699	*+ 5*	189	*+21*	472	Nil	8,218	*+ 5*	1962	
447	*+19*	11	*—27*	1,744	*+ 3*	200	*+ 6*	614	*+30*	9,252	*+13*	1963	
459	*+ 3*	12	*+ 9*	2,023	*+16*	393	*+97*	839	*+37*	10,632	*+15*	1964	
3	—	4	—	313	—	8	—	—	—	1,105	—	1954	Passenger Road Motor Vehicles,
3	*+25*	6	*+58*	394	*+26*	13	*+66*	1	*+127*	1,378	*+25*	1955	complete, and Chassis (other
8	*+137*	6	*— 6*	350	*—11*	17	*+30*	1	*+81*	1,421	*+ 3*	1956	than buses or motor cycles)
21	*+161*	5	*— 2*	318	*— 9*	24	*+36*	4	*+164*	1,687	*+19*	1957	(Items 732·1 and 732·6)
38	*+79*	7	*+21*	277	*—13*	20	*—14*	5	*+38*	2,046	*+21*	1958	
55	*+44*	8	*+17*	236	*—15*	18	*—12*	8	*+57*	2,469	*+21*	1959	
61	*+12*	1	*—92*	258	*+ 9*	25	*+42*	16	*+106*	2,635	*+ 7*	1960	
59	*— 3*	—	—	235	*— 9*	18	*—28*	23	*+44*	2,377	*—10*	1961	
71	*+20*	—	—	264	*+12*	20	*+11*	30	*+30*	2,907	*+22*	1962	
87	*+23*	—	—	276	*— 5*	27	*+35*	39	*+30*	3,335	*+15*	1963	
101	*+16*	—	—	338	*+22*	65	*+141*	77	*+97*	3,795	*+14*	1964	
20	—	—	—	338	—	8	—	3	—	737	—	1954	Buses, Trucks, Lorries, complete
27	*+34*	—	—	350	*+ 3*	10	*+27*	6	*+66*	818	*+11*	1955	and Chassis
34	*+26*	—	—	449	*+28*	9	*— 9*	8	*+44*	978	*+20*	1956	(Items 732·2, ·3, ·4 and ·7)
34	*+ 1*	—	—	445	*— 1*	12	*+33*	18	*+125*	1,037	*+ 6*	1957	
35	Nil	—	—	300	*—32*	11	*— 7*	14	*—24*	913	*—12*	1958	
37	*+ 6*	—	—	333	*+11*	15	*+36*	34	*+143*	1,007	*+10*	1959	
48	*+29*	—	—	372	*+12*	15	Nil	62	*+85*	1,188	*+18*	1960	
60	*+25*	—	—	361	*— 3*	5	*—67*	58	*— 6*	1,256	*+ 6*	1961	
67	*+12*	—	—	249	*— 3*	4	*—20*	84	*+45*	1,134	*—10*	1962	
64	*— 4*	—	—	268	*+ 8*	10	*+150*	95	*+13*	1,214	*+ 7*	1963	
76	*+19*	—	—	342	*+28*	13	*+30*	103	*+ 8*	1,391	*+15*	1964	
3	—	—	—	440	—	23	—	2	—	681	—	1954	Bodies, Chassis and other parts
4	*+34*	—	—	542	*+23*	27	*+17*	3	*+54*	835	*+23*	1955	of Road Motor Vehicles
7	*+62*	—	—	595	*+10*	26	*— 4*	5	*+49*	941	*+13*	1956	(Item 732·8)
7	Nil	—	—	585	*— 2*	20	*—23*	6	*+20*	953	*+ 1*	1957	
8	*+23*	—	—	582	Nil	21	*+ 5*	7	*+ 9*	1,003	*+ 5*	1958	
11	*+41*	—	—	661	*+14*	28	*+33*	10	*+51*	1,164	*+16*	1959	
13	*+17*	—	—	686	*+ 4*	39	*+39*	13	*+23*	1,351	*+16*	1960	
19	*+46*	—	—	684	Nil	26	*—10*	15	*+15*	1,418	*+ 5*	1961	
22	*+16*	—	—	802	*+17*	22	*—15*	15	Nil	1,596	*+13*	1962	
27	*+23*	—	—	903	*+13*	33	*+50*	17	*+13*	1,793	*+12*	1963	
31	*+15*	3	Nil	866	*— 4*	68	*+106*	23	*+35*	1,940	*+ 8*	1964	
220	—	370	—	1,067	—	808	—	309	—	5,628	—	1954	Other Manufactures
250	*+13*	393	*+ 6*	1,193	*+12*	864	*+ 7*	432	*+40*	6,552	*+16*	1955	(Section 8 and rest of Section 6)
283	*+13*	445	*+13*	1,316	*+10*	915	*+ 6*	558	*+29*	7,275	*+11*	1956	
303	*+ 7*	478	*+ 7*	1,426	*+ 8*	944	*+ 3*	644	*+15*	7,780	*+ 7*	1957	
307	*+ 1*	434	*— 9*	1,445	*+ 1*	897	*— 5*	668	*+ 4*	7,779	Nil	1958	
333	*+ 8*	457	*+ 5*	1,520	*+ 5*	974	*+ 9*	899	*+35*	8,775	*+13*	1959	
397	*+19*	524	*+15*	1,620	*+ 7*	999	*+ 3*	1,020	*+13*	9,871	*+13*	1960	
441	*+11*	563	*+ 7*	1,675	*+ 3*	976	*— 2*	1,019	Nil	10,378	*+ 5*	1961	
475	*+ 8*	624	*+11*	1,760	*+ 5*	981	*+ 1*	1,192	*+17*	11,211	*+ 8*	1962	
537	*+13*	672	*+ 8*	1,962	*+11*	1,047	*+ 7*	1,276	*+ 7*	12,475	*+11*	1963	
609	*+13*	737	*+10*	2,264	*+15*	1,171	*+12*	1,487	*+17*	14,274	*+14*	1964	

(*See notes on next page*)

Notes: (*see tables on previous pages*)

(*a*) Including the Channel Islands from 1959. Figures prior to 1959 are not completely comparable with later periods because of re-classification of parcel post and secondhand aircraft. Excluding exports of pearls, diamonds and other precious and semi-precious stones.
(*b*) Including the Saar from July 1959.
(*c*) Excluding the Saar from July 1959.
(*d*) Excluding United States Special Category exports. Certain items (approximate 1957 values in US $ million as follows: Section 5 to 8 – 185; Section 5 – 1; Section 7 – 128; Division 71 – 104; Items 712·5 and 732·5 – 104; Division 72 – 7; Division 73 – 16; Items 732·2, ·3, ·4 and ·7 – 2; Section 8 and rest of Section 6 – 55) have been removed from the list of Special Category goods. Figures from 1958 onwards include these former Special Category items and are not, therefore, strictly comparable with previous periods.
(*e*) Including India; figures as follows: 1954 – 140; 1955 – 120 (*—15*); 1956 – 120 (Nil); 1957 – 135 (*+13*); 1958 – 98 (*—28*); 1959 – 129 (*+32*); 1960 – 123 (*—5*); 1961 – 102 (*—17*); 1962 – 96 (*—6*); 1963 – 104 (*+8*); 1964 – 120 (*+15*).

Table VII.—Changes in exports of groups of commodities to various markets, 1963-64

	To European OECD				To North America			
	Percentage change 1963 to 1964		1964 exports US $ million		Percentage change 1963 to 1964		1964 exports US $ million	
	From United Kingdom	From World	From United Kingdom	From World	From United Kingdom	From World	From United Kingdom	From World
Chemicals (Section 5)	+16·6	+20·5	446	4,176	+20·1	+10·3	79	849
Textiles (Division 65)	+11·8	+14·5	301	2,824	+ 4·5	+ 9·3	113	654
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	+10·4	+21·1	517	5,959	+ 0·2	+16·9	145	2,087
Iron and steel (Division 67)	+10·7	+19·0	228	3,193	— 3·3	+28·8	74	1,039
Machinery and transport equipment (Section 7)	— 0·4	+10·8	1,797	14,251	+ 6·1	+22·3	563	4,875
Non-electrical machinery (Division 71)	— 0·9	+ 9·5	916	6,897	+ 0·7	+21·7	234	2,157
Electrical machinery (Division 72)	+ 8·7	+18·2	291	2,970	—13·7	+10·4	74	797
Transport equipment (Division 73)	— 3·6	+ 8·1	589	4,383	+20·0	+28·8	255	1,921
Other manufactures (Section 8 and rest of Section 6)	+17·0	+17·1	622	7,005	+ 7·2	+12·7	294	3,511
Total manufactures	+ 6·6	+15·2	3,681	34,215	+ 6·3	+16·8	1,193	11,977

	To Industrial Countries				To Primary Producers			
	Percentage change 1963 to 1964		1964 exports US $ million		Percentage change 1963 to 1964		1964 exports US $ million	
	From United Kingdom	From World	From United Kingdom	From World	From United Kingdom	From World	From United Kingdom	From World
Chemicals (Section 5)	+17·1	+18·6	541	5,384	+ 7·8	+15·7	613	3,516
Textiles (Division 65)	+10·1	+13·6	434	3,522	+ 6·3	+11·5	337	2,070
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	+10·0	+20·1	679	8,137	+ 6·8	+ 9·2	636	3,514
Iron and steel (Division 67)	+ 6·8	+21·0	302	4,245	+ 6·1	+11·2	308	2,086
Machinery and transport equipment (Section 7)	+ 1·5	+13·5	2,419	19,752	+ 0·7	+13·8	2,694	12,392
Non-electrical machinery (Division 71)	+ 0·2	+11·8	1,195	9,506	— 0·3	+12·4	1,208	5,773
Electrical machinery (Division 72)	+ 3·3	+17·4	372	3,862	— 3·9	+12·4	510	2,372
Transport equipment (Division 73)	+ 2·6	+13·7	852	6,384	+ 4·6	+16·7	976	4,247
Other manufactures (Section 8 and rest of Section 6)	+14·2	+15·8	941	10,697	+ 2·8	+10·5	609	3,579
Total manufactures	+ 7·1	+15·7	5,013	47,492	+ 3·0	+12·7	4,890	25,070

	To Non-OECD Sterling Area				To World			
	Percentage change 1963 to 1964		1964 exports US $ million		Percentage change 1963 to 1964		1964 exports US $ million	
	From United Kingdom	From World	From United Kingdom	From World	From United Kingdom	From World	From United Kingdom	From World
Chemicals (Section 5)	+ 9·6	+17·8	394	1,131	+12·0	+17·4	1,154	8,901
Textiles (Division 65)	+ 3·5	+ 8·0	248	982	+ 8·4	+12·8	771	5,592
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	+ 8·7	+18·1	403	1,352	+ 8·4	+16·6	1,315	11,650
Iron and steel (Division 67)	+17·3	+26·3	185	773	+ 6·5	+17·6	610	6,332
Machinery and transport equipment (Section 7)	+ 3·1	+16·0	1,845	4,816	+ 1·1	+13·6	5,113	32,143
Non-electrical machinery (Division 71)	+ 2·9	+20·8	742	2,225	Nil	+12·0	2,403	15,280
Electrical machinery (Division 72)	— 3·6	+12·9	389	992	— 1·0	+15·5	882	6,235
Transport equipment (Division 73)	+ 7·4	+11·6	714	1,598	+ 3·6	+14·9	1,828	10,632
Other manufactures (Section 8 and rest of Section 6)	+ 3·0	+ 8·9	473	1,517	+ 9·4	+14·4	1,550	14,274
Total manufactures	+ 4·5	+14·5	3,361	9,798	+ 5·0	+14·6	9,903	72,563

Industrial countries are OECD countries including Japan.
Primary producers are all countries except those classified as industrial countries.
In this table 'World' as an exporter means the main manufacturing countries, i.e., United Kingdom, EEC, Sweden, Switzerland, United States, Canada and Japan.

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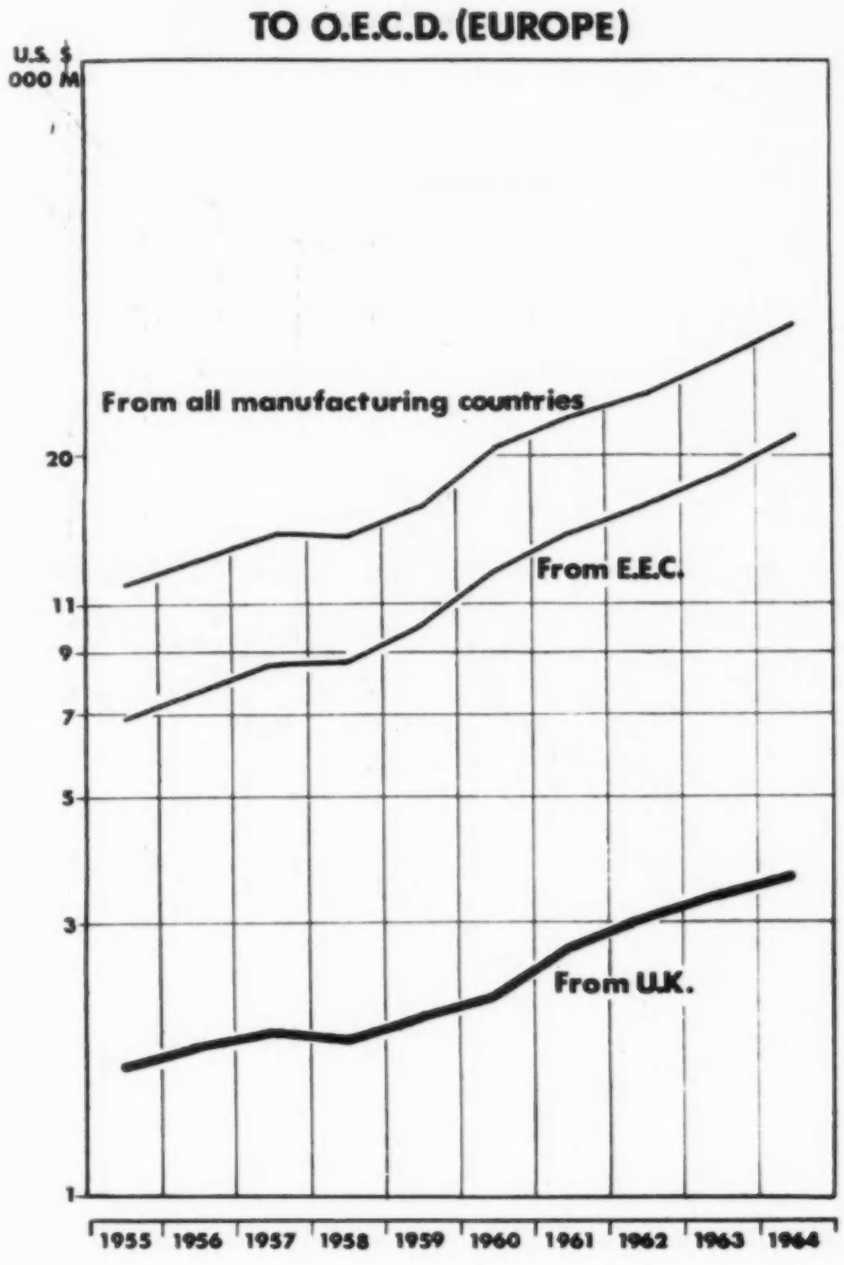
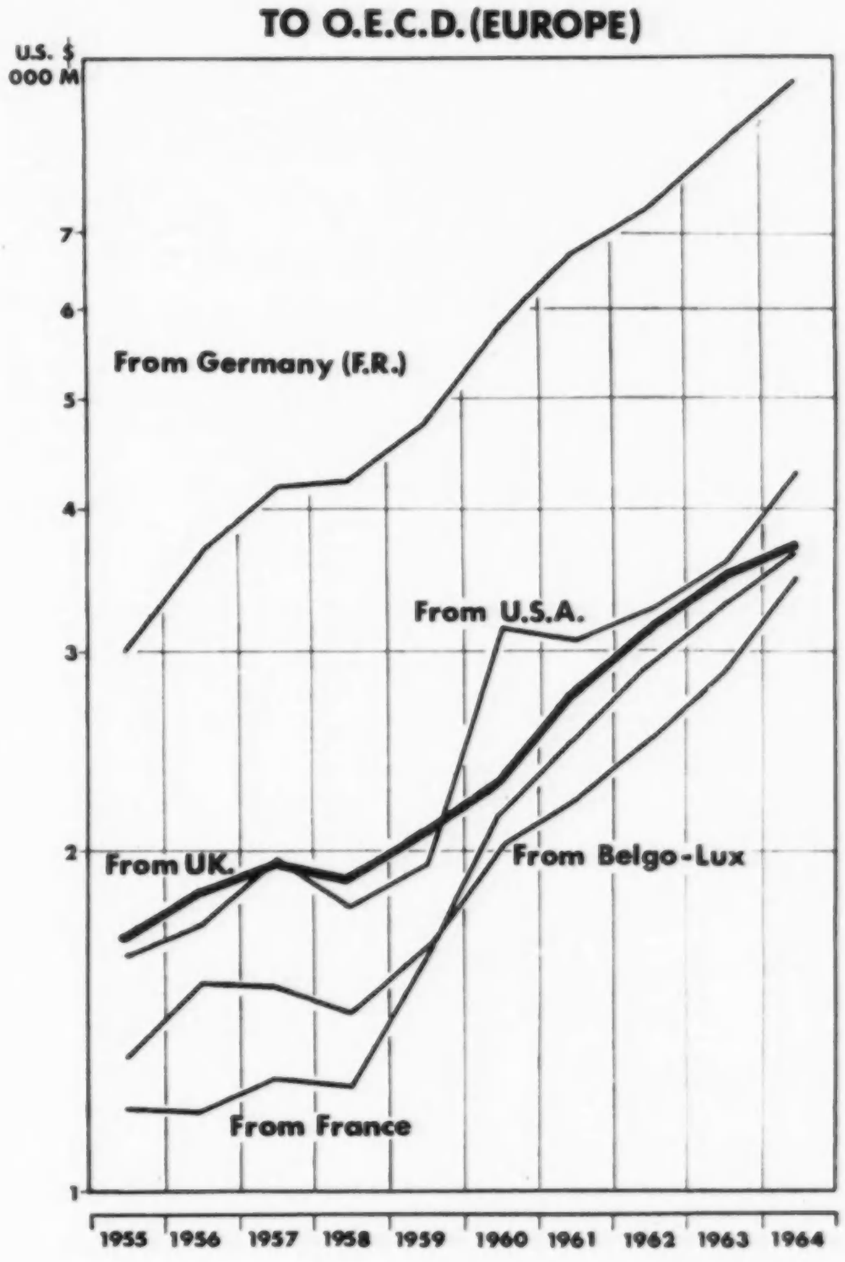
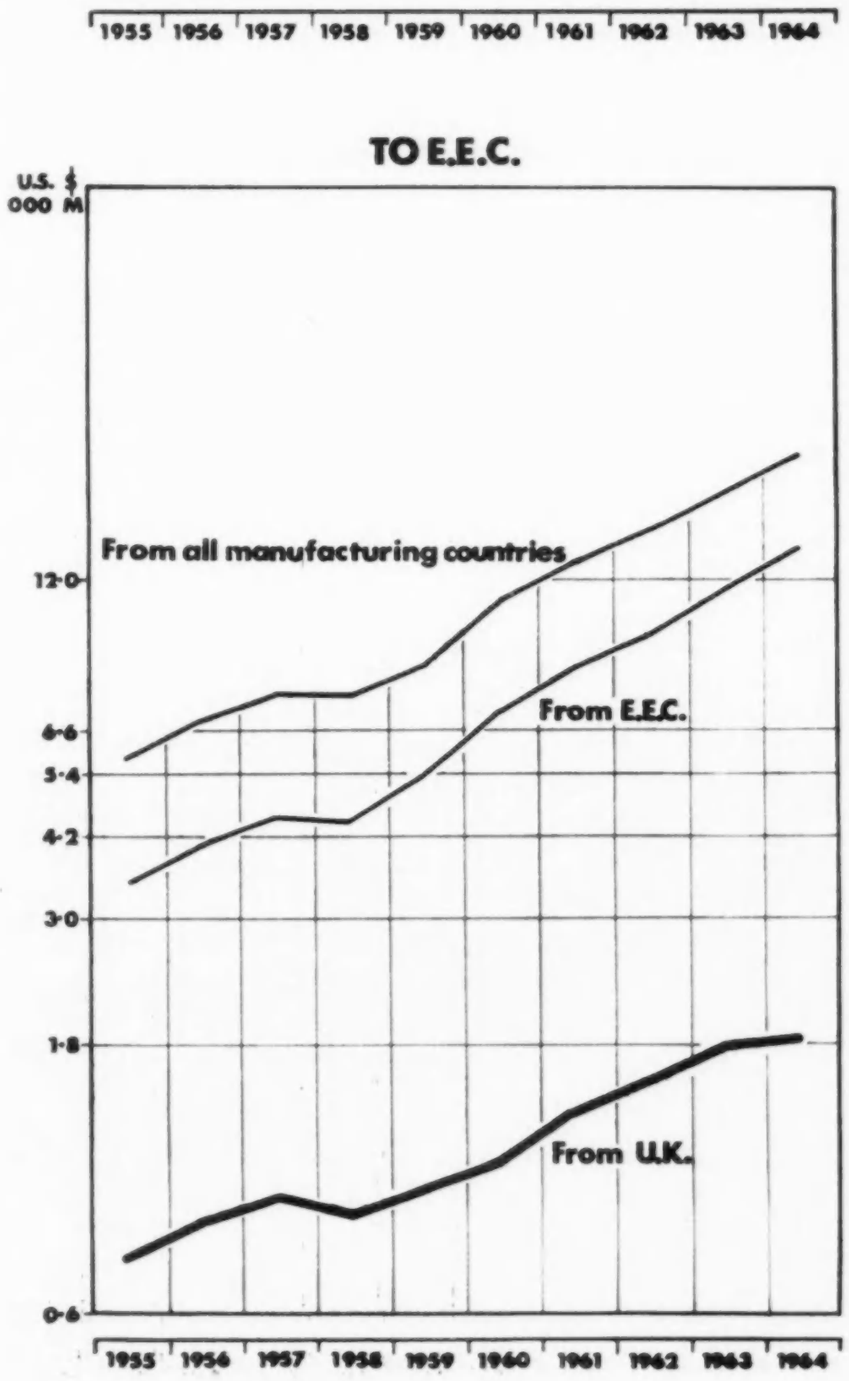
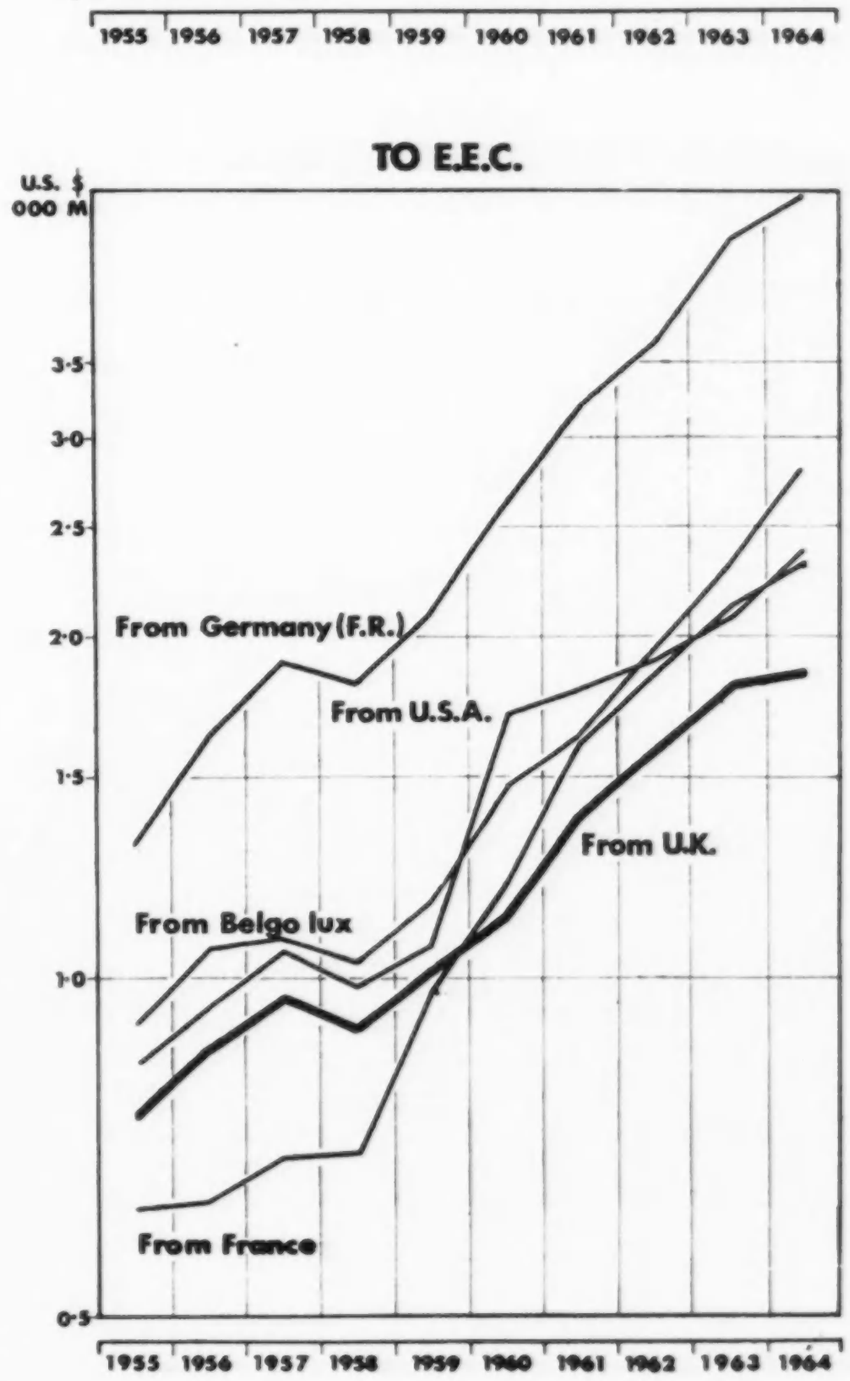
EXPORTS OF MANUFACTURES TO VARIOUS MARKETS

From Main Suppliers
(Semi-logarithmic scales)



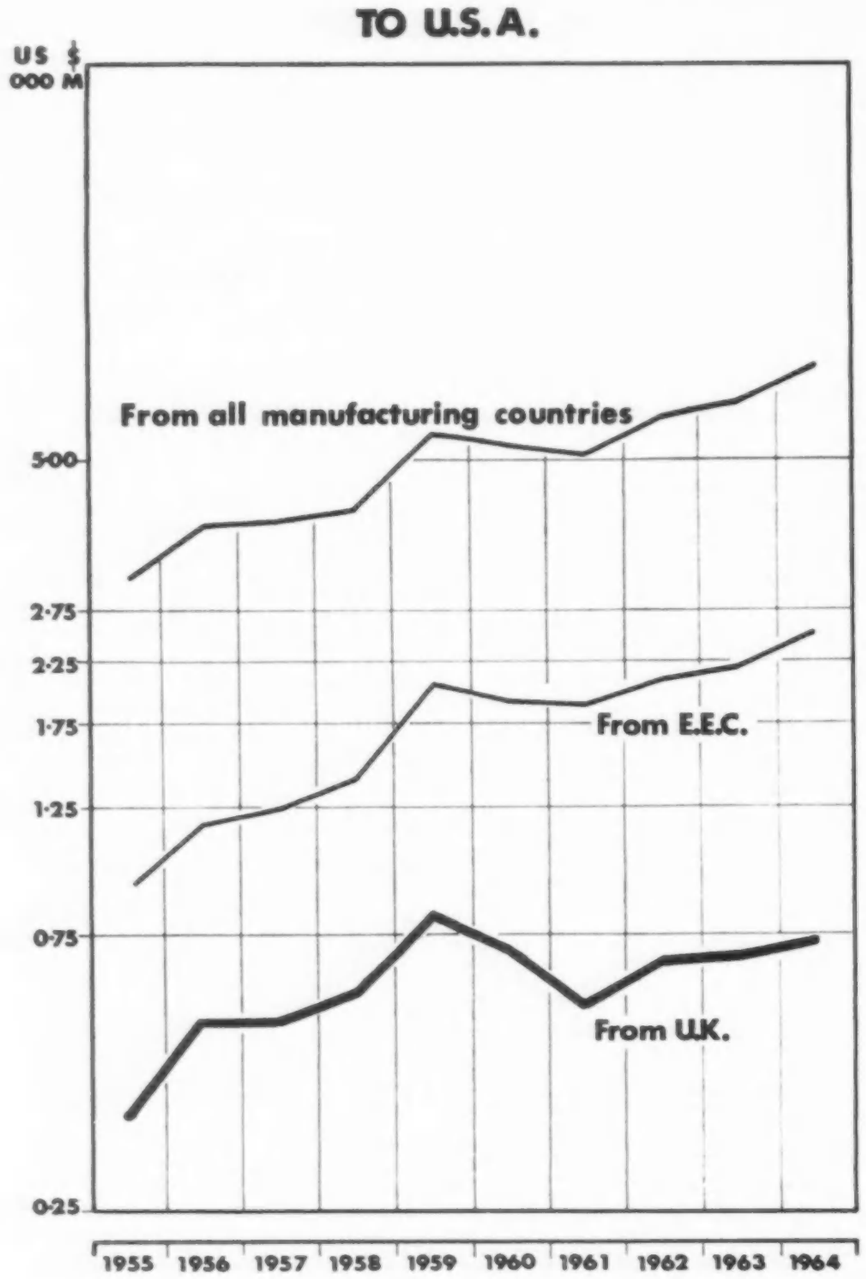


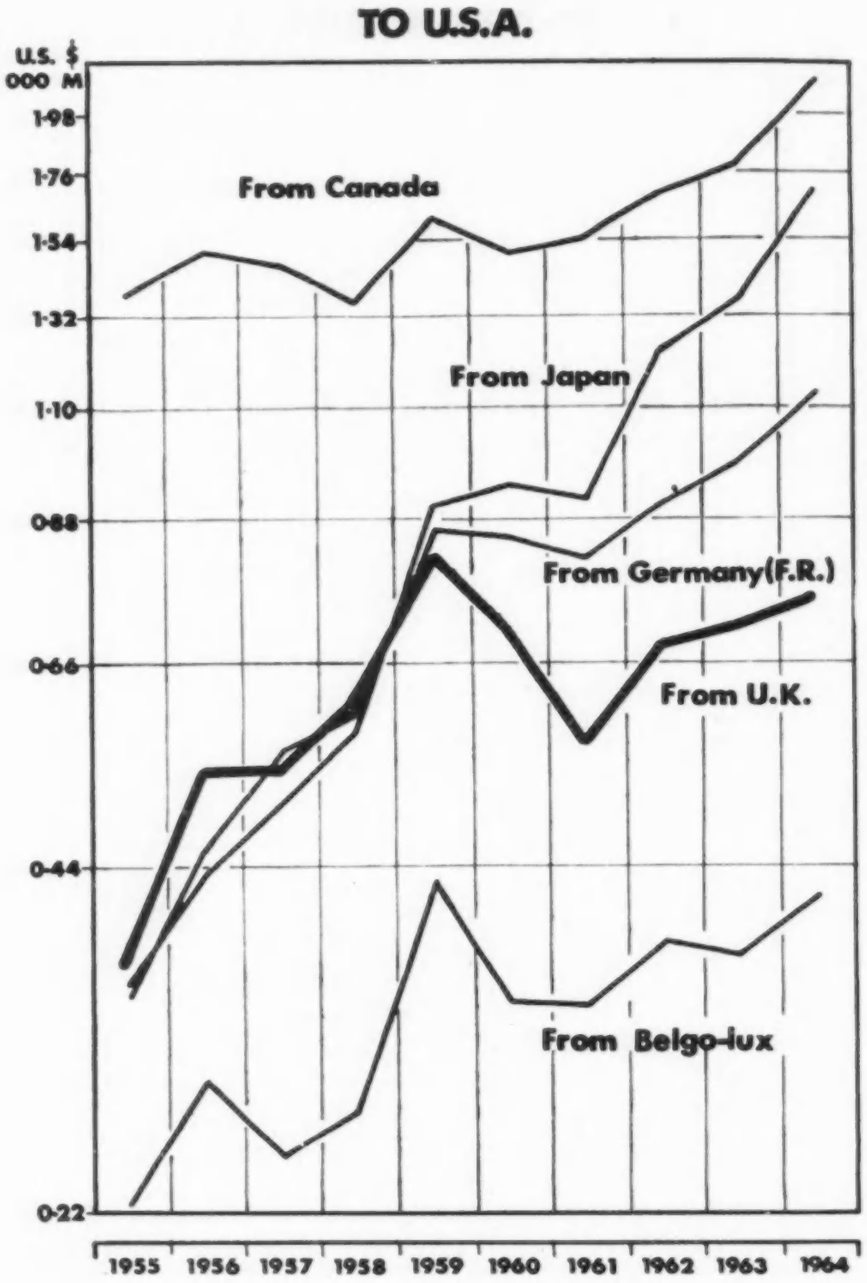


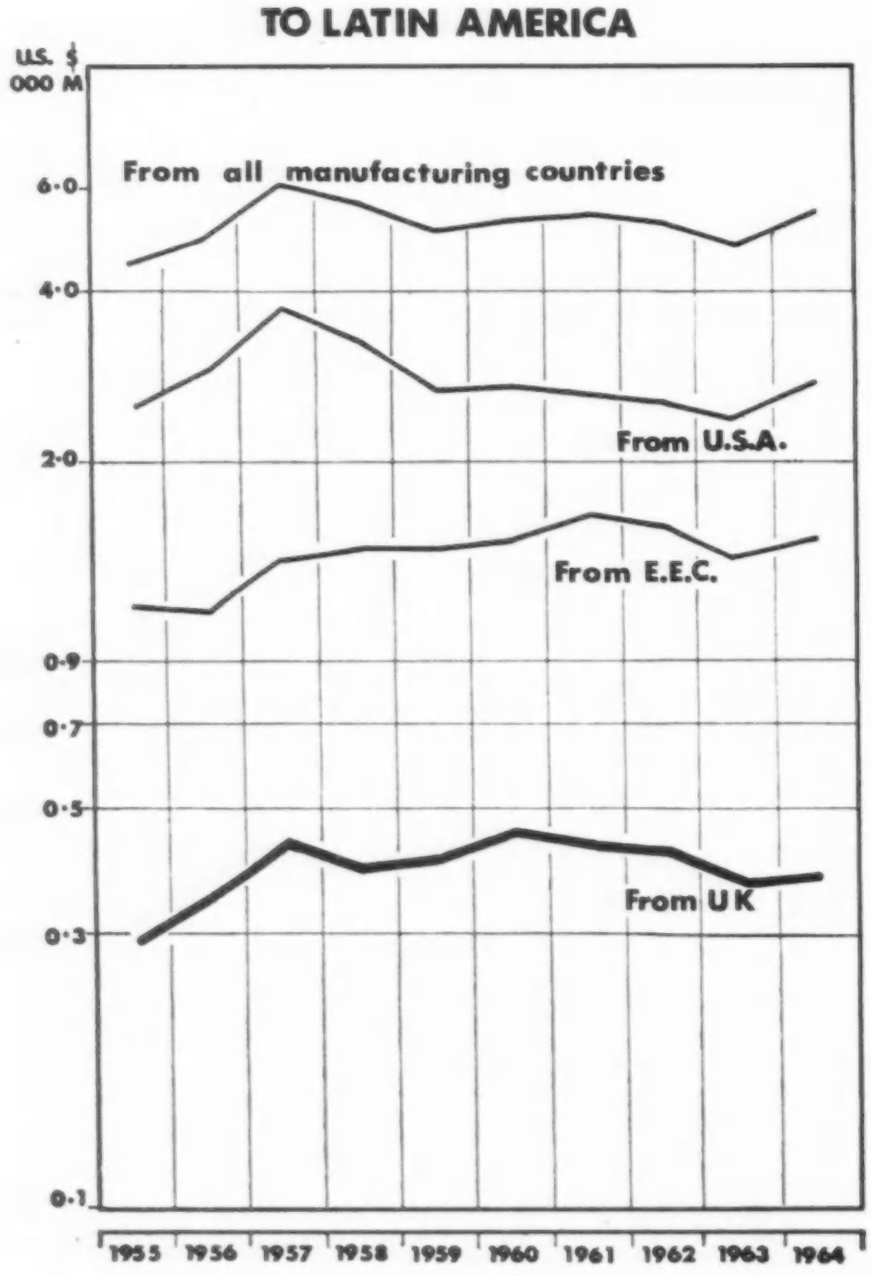


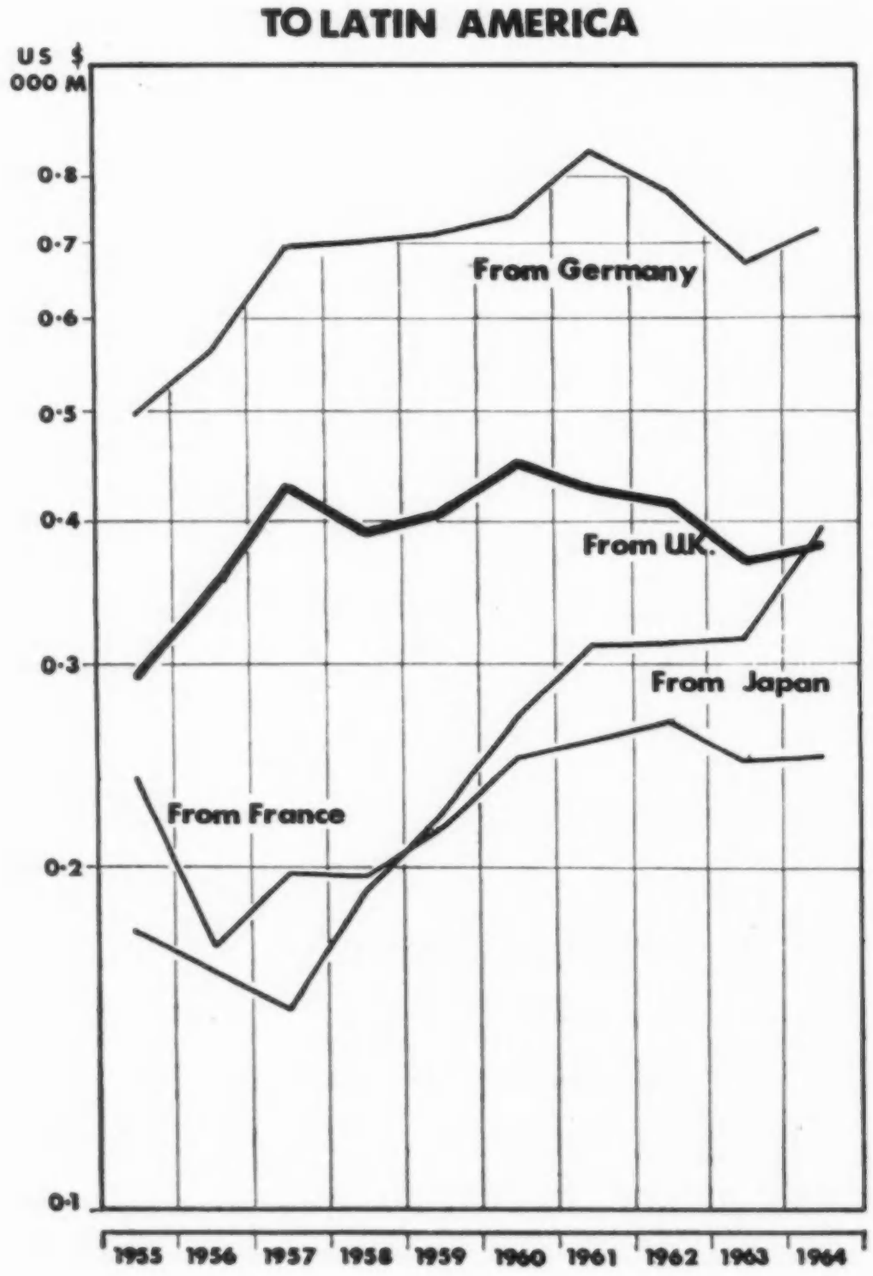
EXPORTS OF MANUFACTURES TO VARIOUS MARKETS(Cont)

From Main Suppliers
(Semi logarithmic scales)









EXPORTS OF MANUFACTURES TO VARIOUS MARKETS (Cont.)

From Main Suppliers

(Semi-logarithmic scales)

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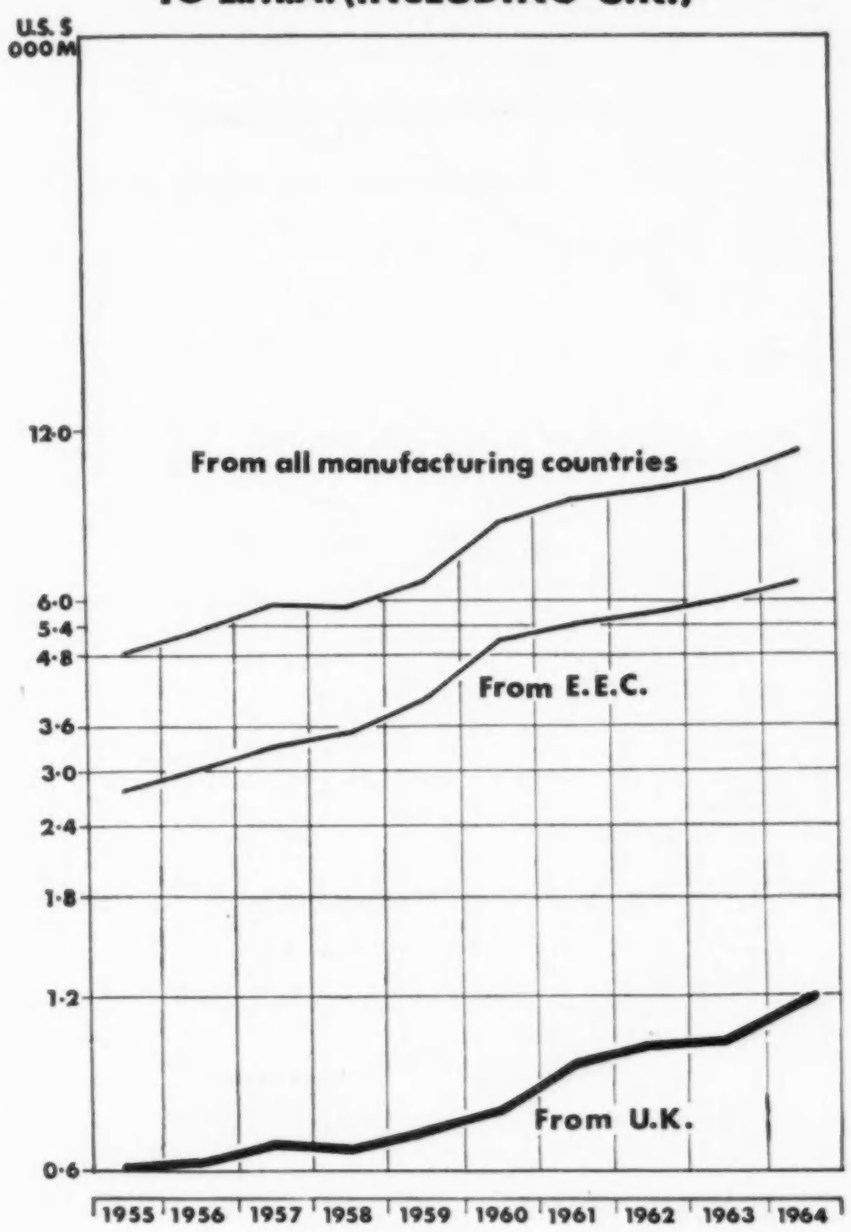

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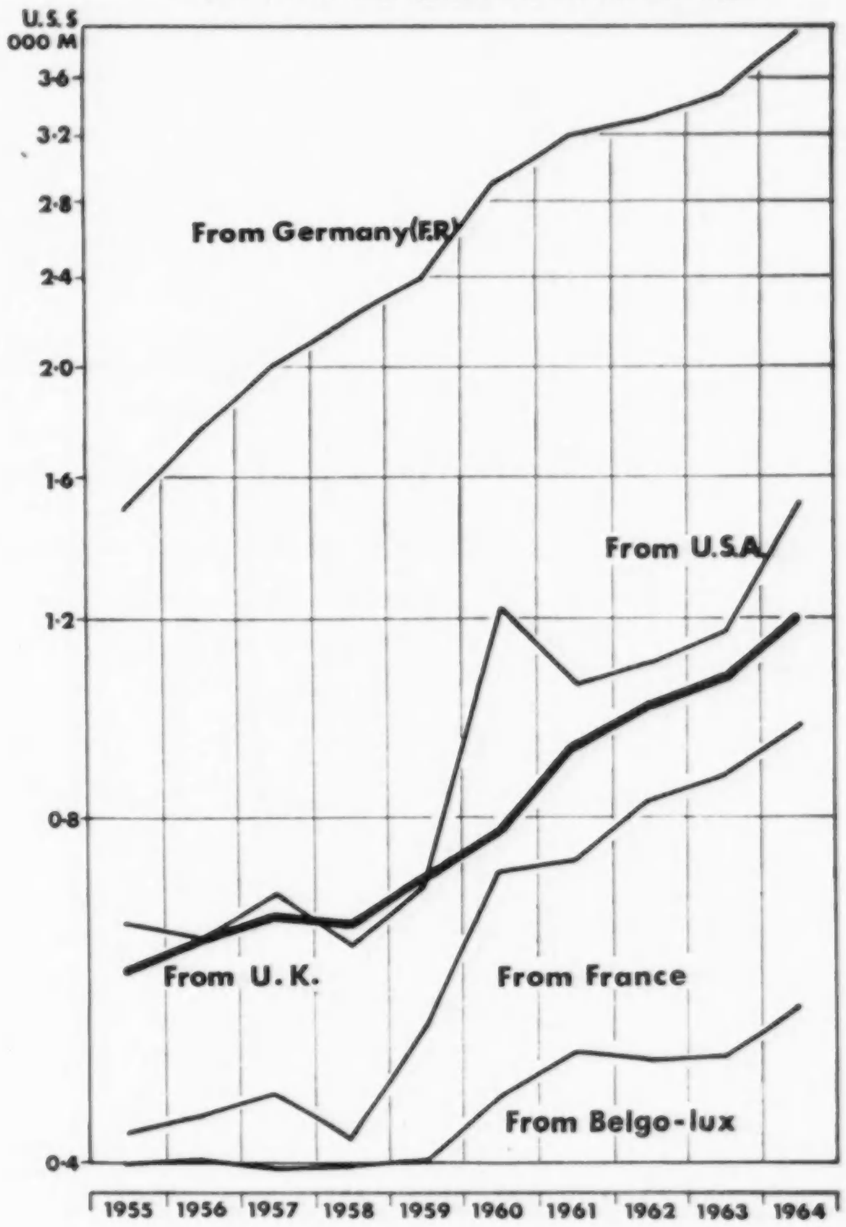
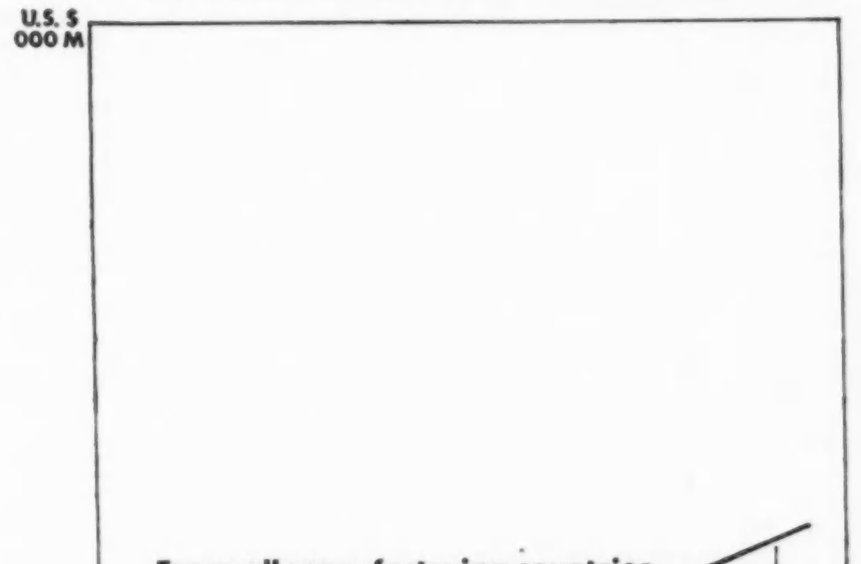


TO NON-O.E.C.D. STERLING AREA



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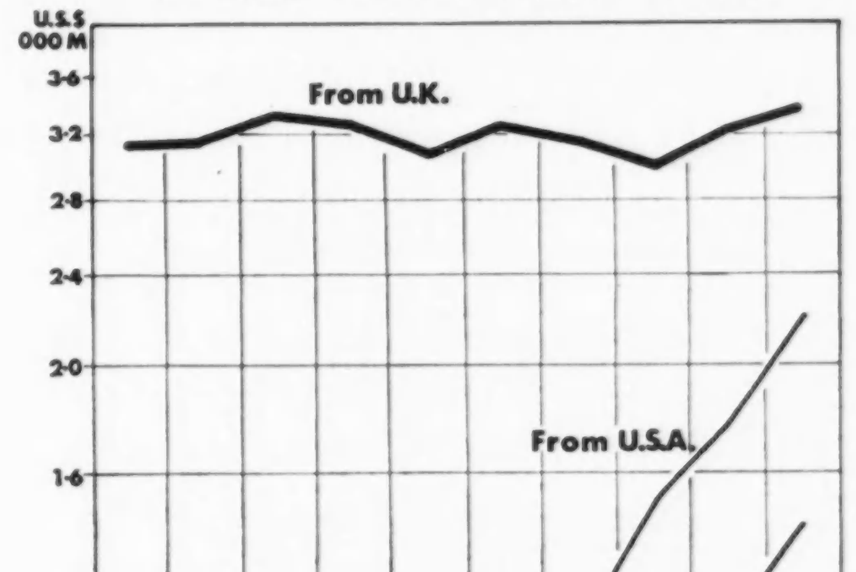

EXPORTS OF DIFFERENT GROUPS OF PRODUCTS

From Main Suppliers
(Semi-logarithmic scales)

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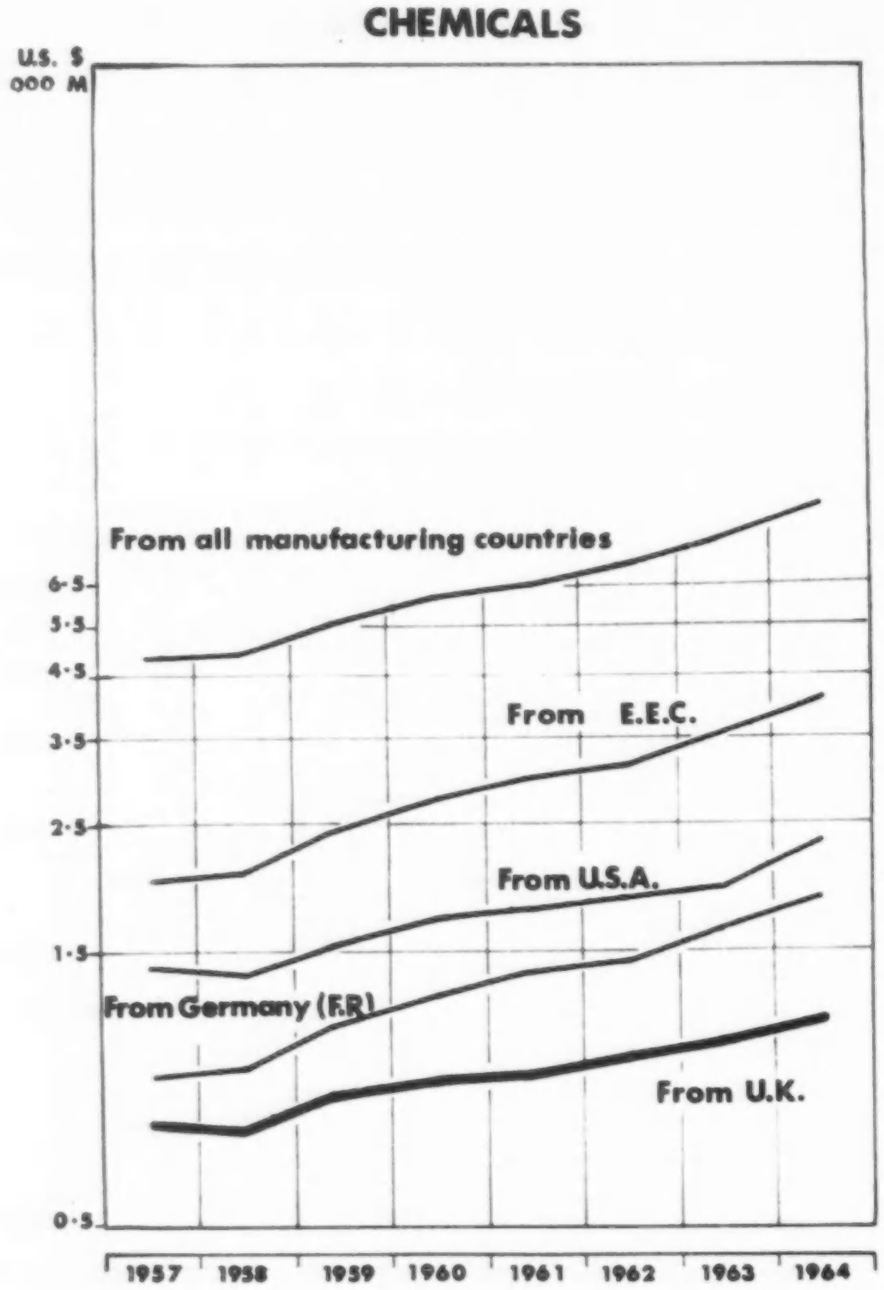
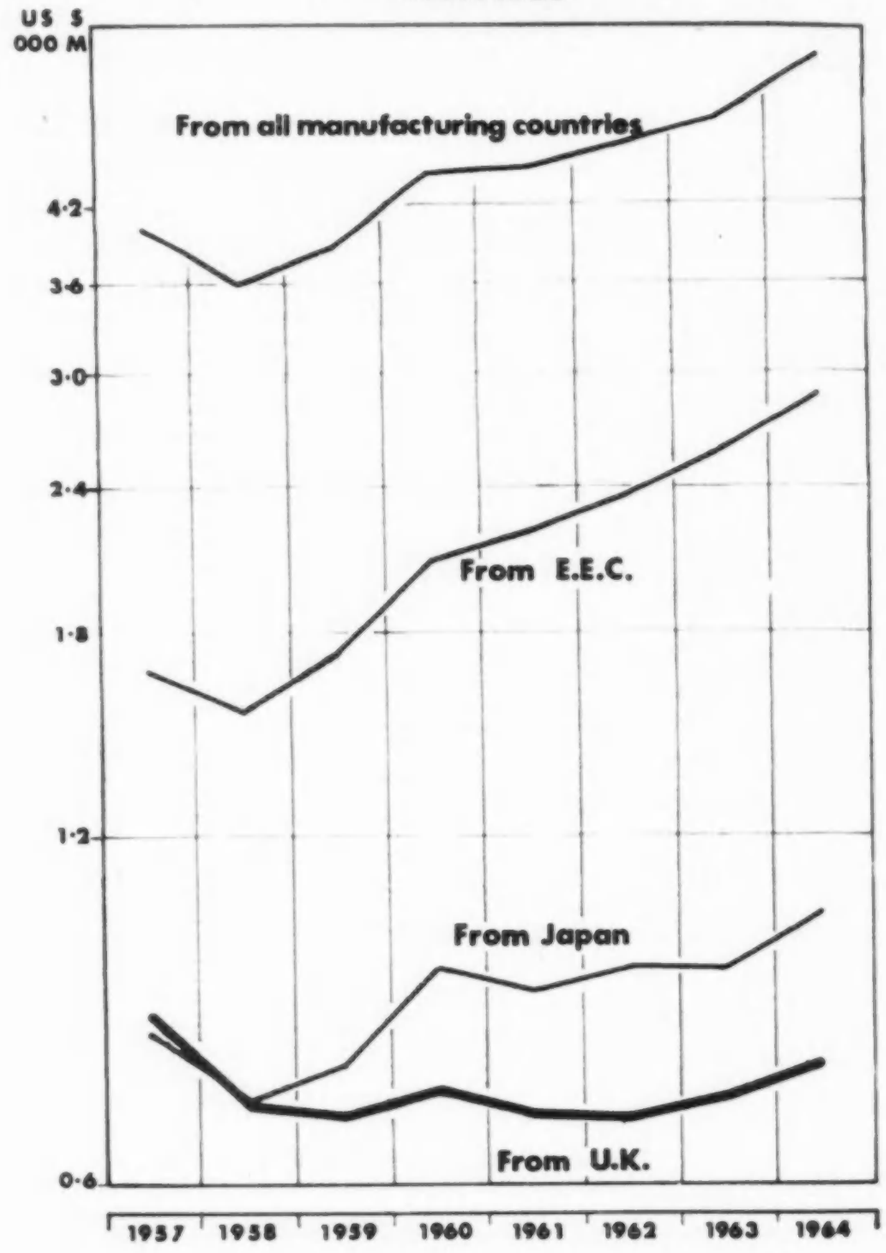
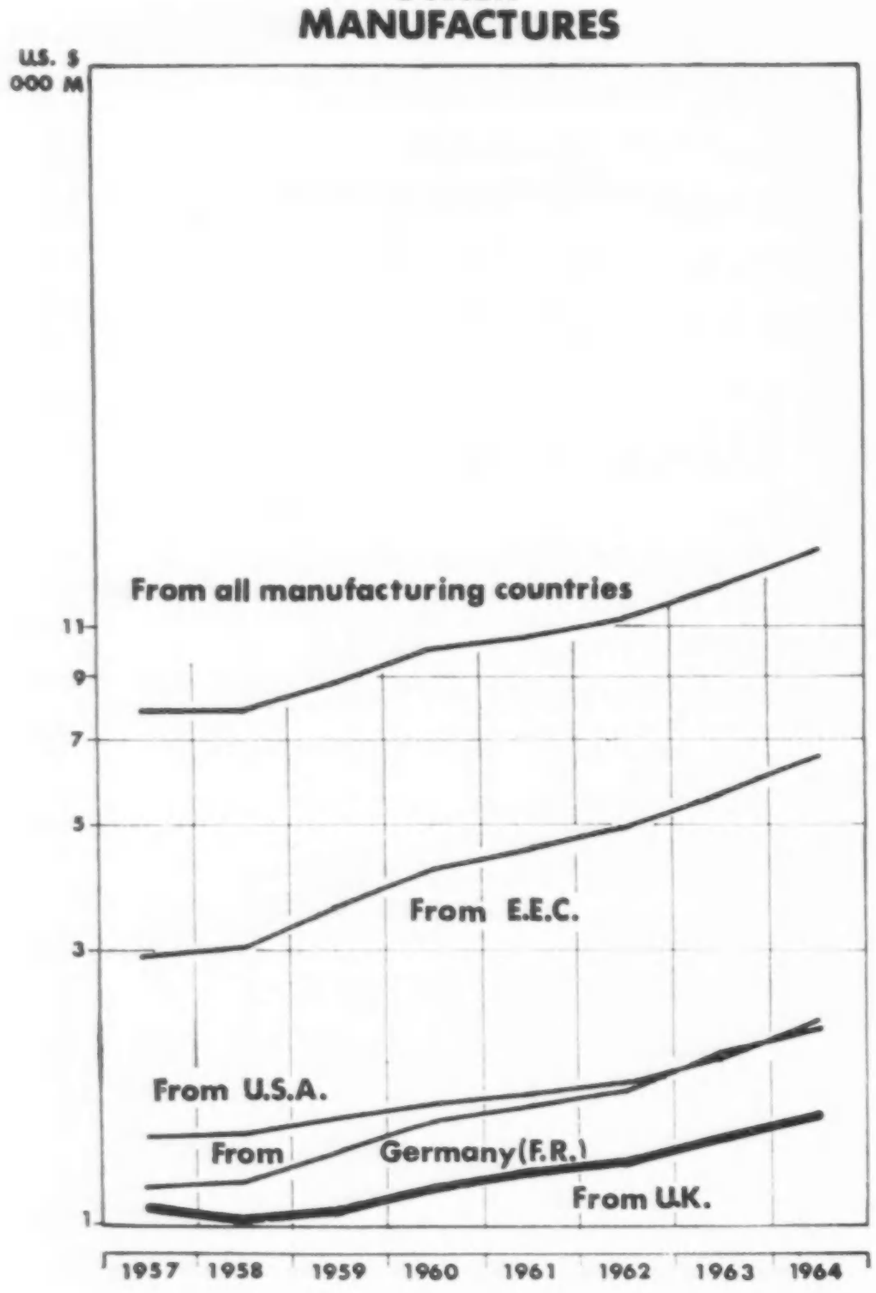


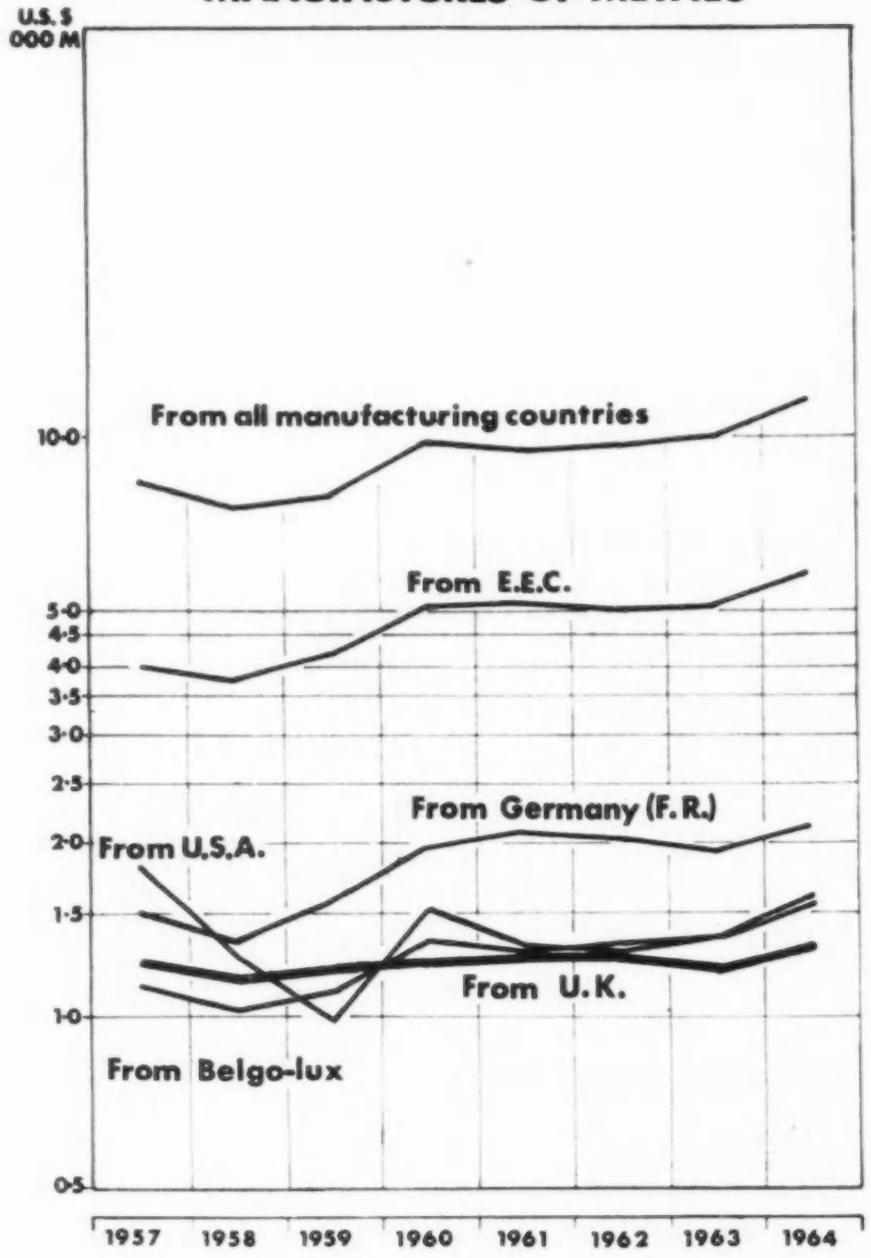
TEXTILES



OTHER MANUFACTURES



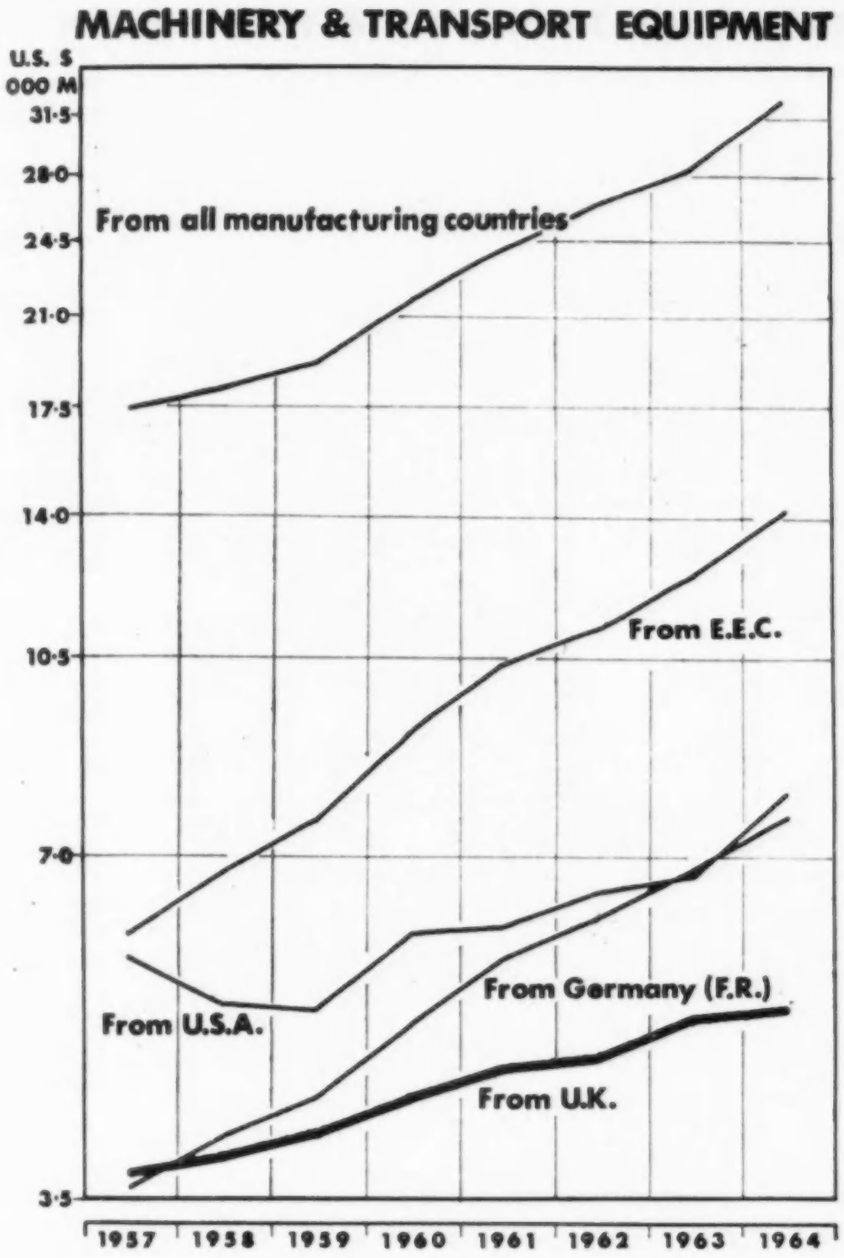
METALS & MISCELLANEOUS MANUFACTURES OF METALS



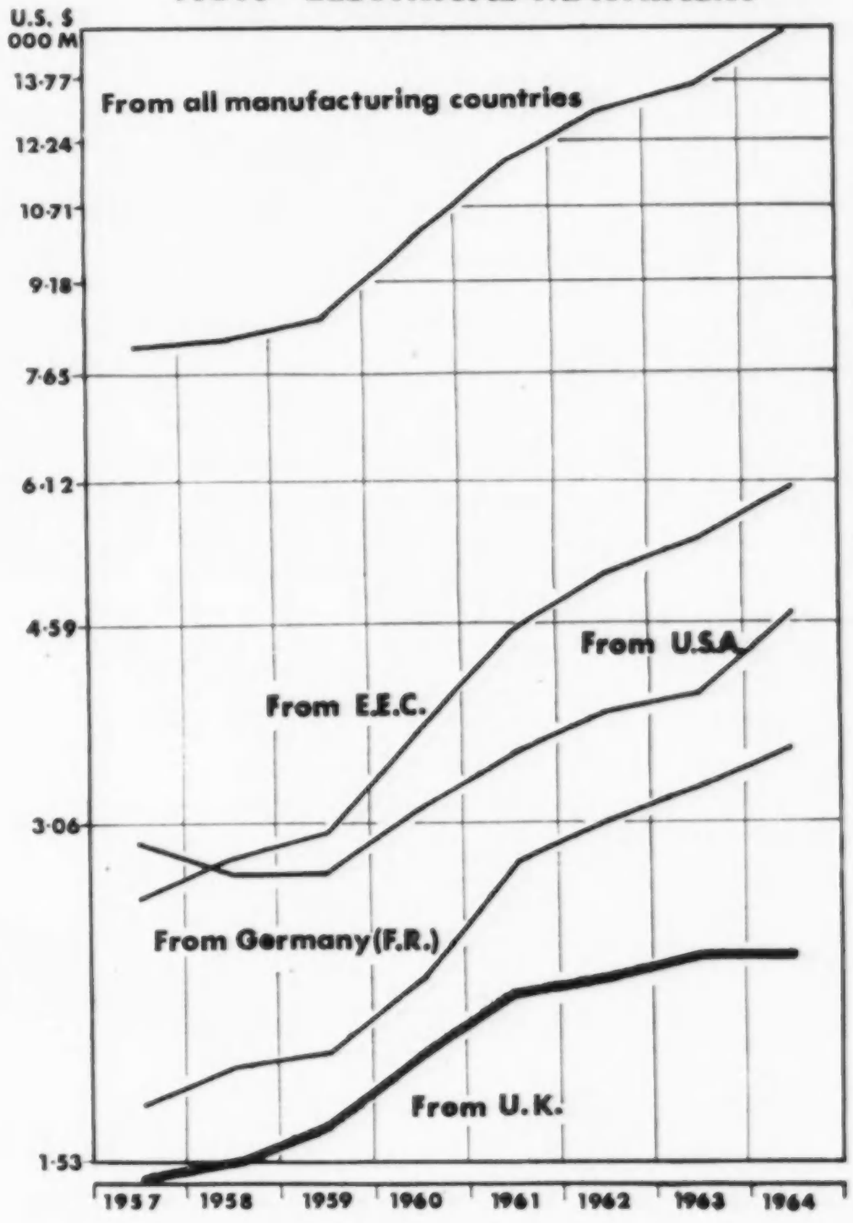
EXPORTS OF DIFFERENT GROUPS OF PRODUCTS (Cont.)

From Main Suppliers
(Semi-logarithmic scales)

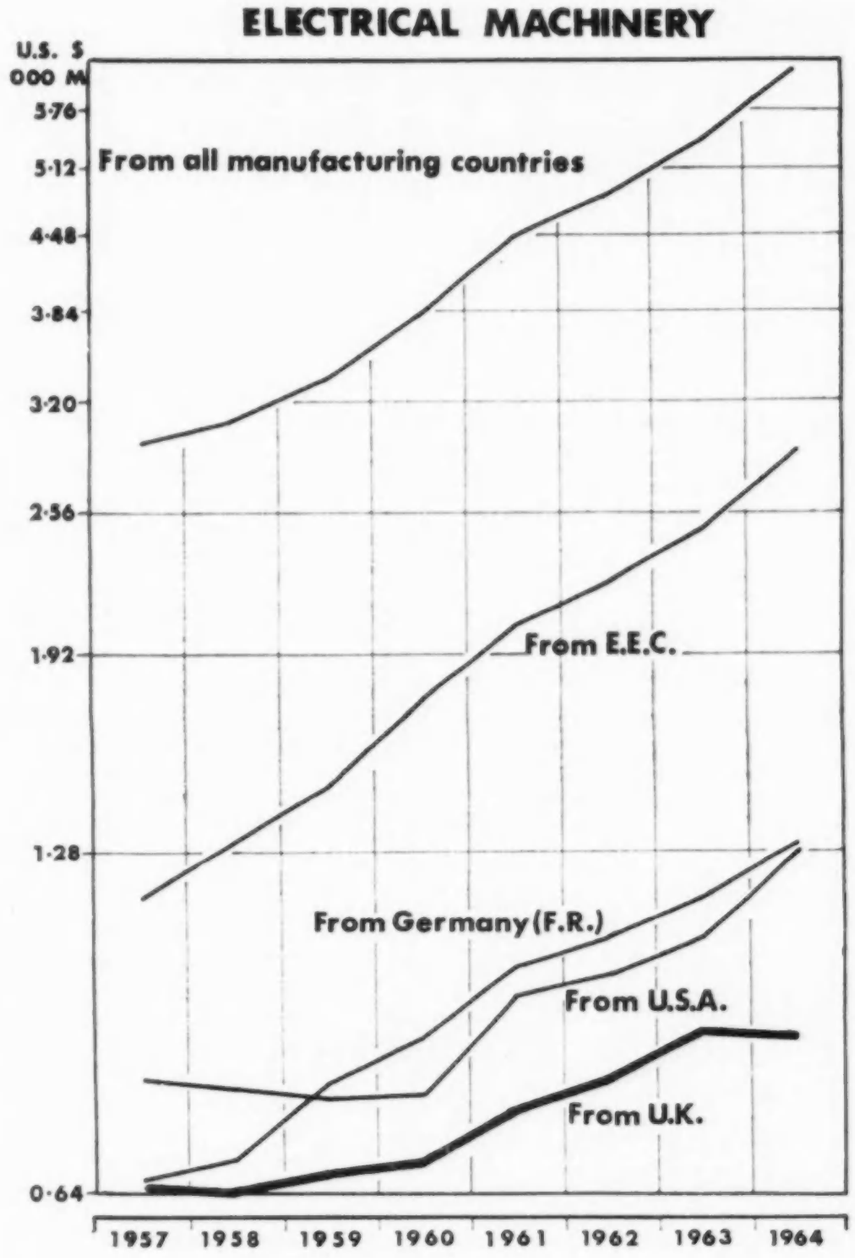
MACHINERY & TRANSPORT EQUIPMENT



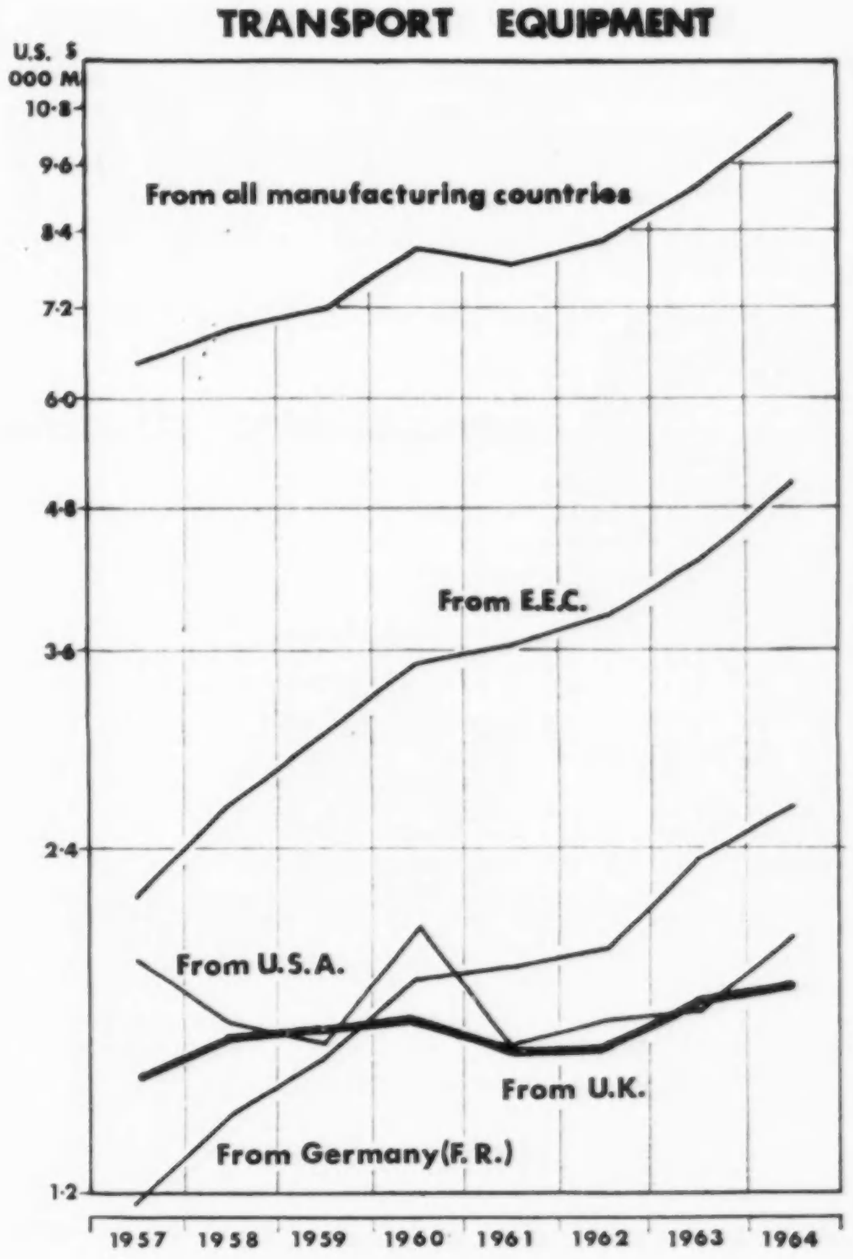
NON - ELECTRICAL MACHINERY



ELECTRICAL MACHINERY



TRANSPORT EQUIPMENT



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10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

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Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867 8
Leeds 20485 Telex 55265
London (South Eastern Counties)
TATe Gallery 4355 Telex 25991
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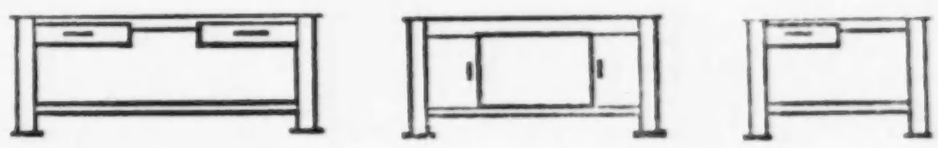
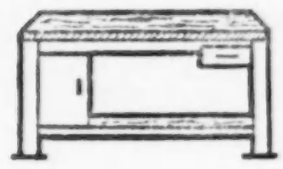


★ ALL THESE ARE



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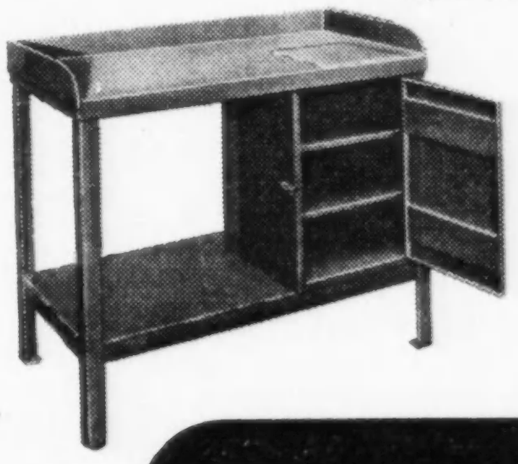

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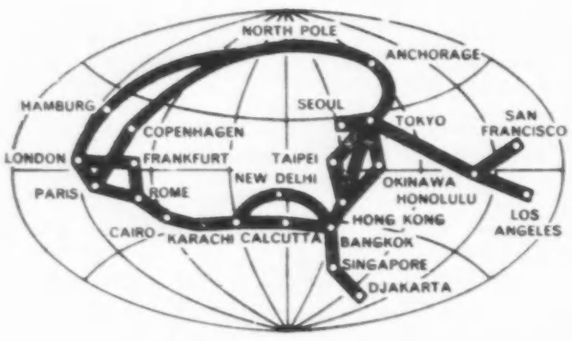

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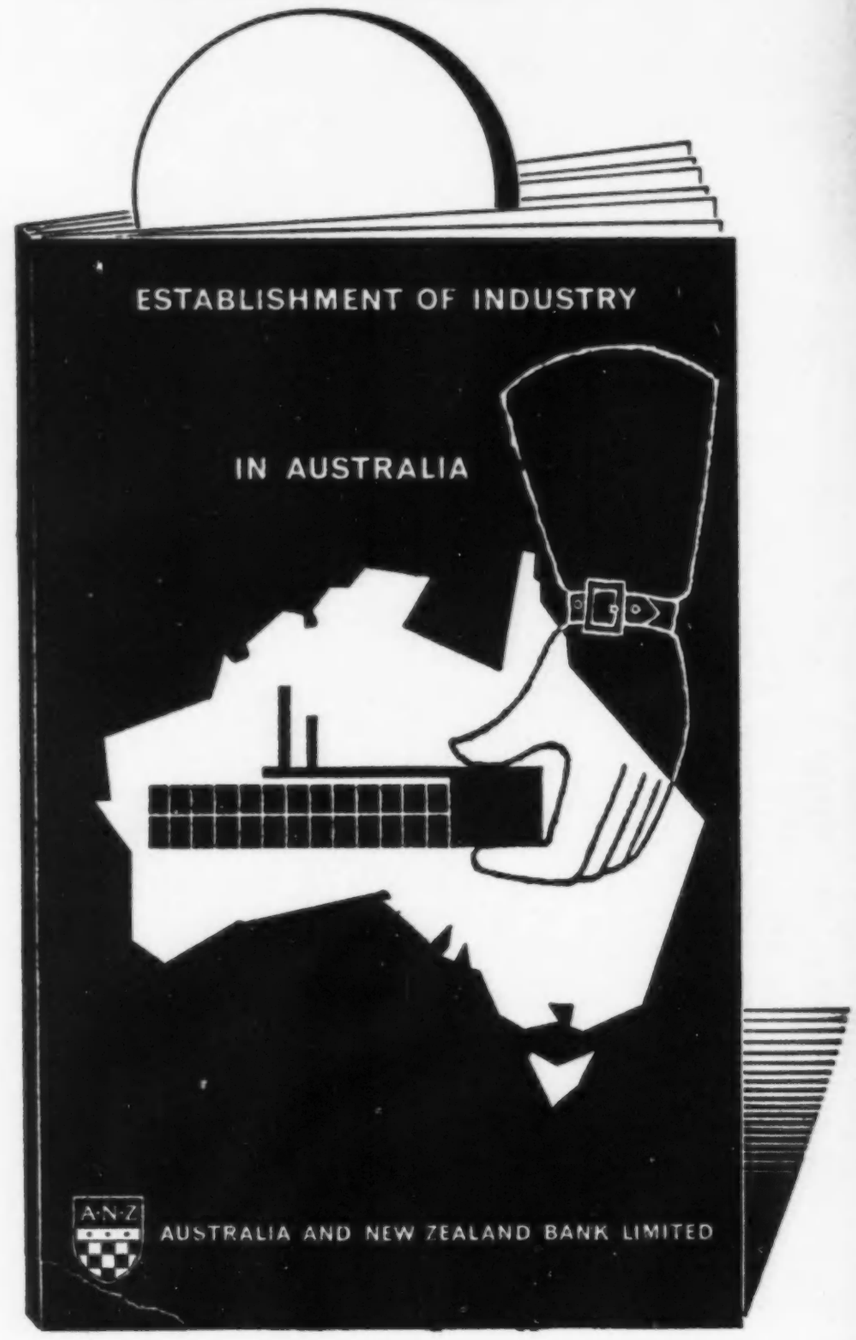

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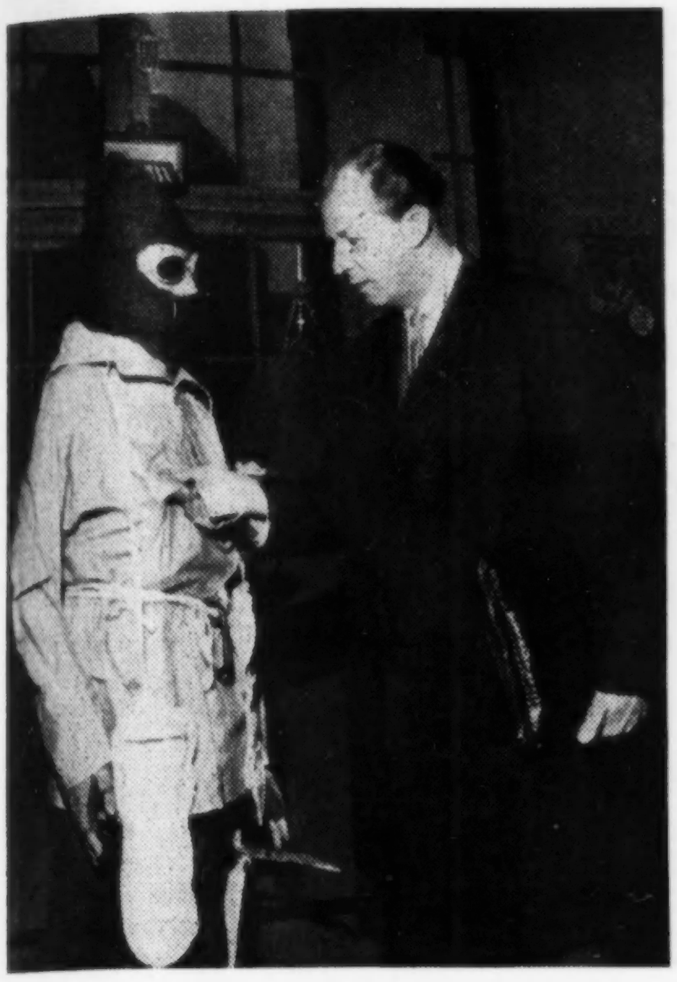


A six-man mission from Norway representing sporting equipment spent the first day of its visit to Britain at the Camping and Sports Trade Fair held at Alexandra Palace from November 15-19. Mr. Bjarne Monsen from Oslo, is seen here examining mountaineering equipment by Thomas Black & Co. Ltd. of Greenock.

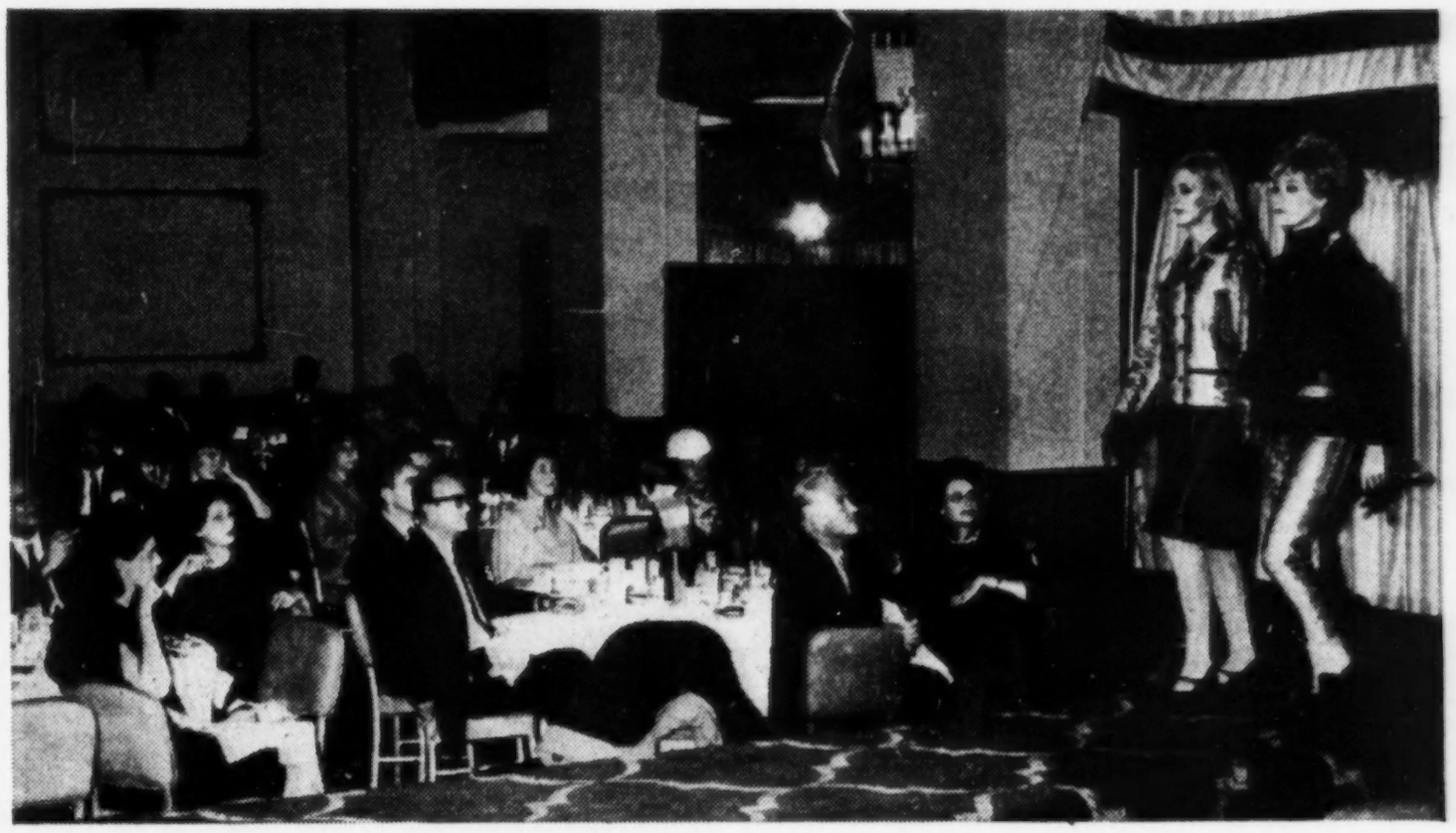
British firm's first at French fashion show

THE PREMIER GRAND PRIX du Festival International du Pret-a-Porter at Cannes in early November was awarded to Alexon Limited, London, manufacturers of ladies' coats, suits and skirts. This was the first year that the award has been made and it was confidently expected that the winner out of the 35 participants would be a French company. In spite of the very severe continental competition Alexon, who exhibited 30 skirts and 30 coats and suits, were awarded the prize on the basis of finish of manufacture, general quality and importance of the participating company to the European market. In connection with the last requirement, Alexon Ltd., export their ladies' outerwear to 70 countries and are permanently represented in 122.

Ministry of Public Building and Works exhibition

'BRITAIN'S LARGEST BUILDER,' a display of the work of the architects of the Ministry of Public Building and Works, was opened at The Building Centre, 26 Store Street, London, W.C.1, on November 29, to remain open until December 10.

The display, designed to tour schools of architecture throughout Britain during the next eighteen months, shows the work the Ministry are now doing and the wide and varied opportunities the Ministry offers in architectural work and research. It can be seen on the ground floor of The Building Centre; opening hours are 9.30 a.m. to 5.30 p.m. Monday, Tuesday and Wednesday, 9.30 a.m. to 7 p.m. Thursday, and 9.30 a.m. to 5 p.m. Friday.



A 'breakfast show' for the press was a feature of the recent display of British leather fashions in New York. It was attended by top fashion writers from national magazines and newspapers.

'TRADE FAIRS HELP EXPORTS'—BOOKLET

A new edition – the sixth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British Exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade regional office or from Trade Fairs Publicity Section, Information Division, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. Tel. Abbey 7877, Ext. 2636. (Ref. GD 5891/G).

M. Max Offman (centre), Alexon Ltd's. French representative, is seen here showing the award to Mr. Douglas South, director of Steinberg and Sons (Export) Co. Ltd., which markets Alexon. They are with three models wearing the type of clothes that helped to win the award.

British Fashion—USA restaged in London

'THE BRITISH fashion show that took New York by storm' earlier in November (see *Board of Trade Journal*, November 19, page 1236) was restaged by the *Daily Mail* in London on November 23 and 24. All the garments seen in New York, and the models who introduced them, were presented at three shows in the Buckingham Suite at the Royal Garden Hotel, in London's West End. The *Daily Mail* announced that it was their tribute to a mission that won more than a million dollars worth of export orders across the Atlantic, and has brought in many more since.

Among those who accepted afternoon invitations were Mrs. Douglas Jay, wife of the President of the Board of Trade, and Mrs. James Callaghan, wife of the Chancellor of the Exchequer.

British art exhibition for Kuwait

MRS. ERNA FIEHL-KING, owner of two London art galleries and inventor of the Fiehl system of reproducing art masterpieces is to stage an exhibition of 300 reproductions of the world's greatest art masterpieces in Kuwait next March. The Crown Prince of Kuwait is to be invited to open the exhibition, which is to be a ten-day affair and is being held with the co-operation of the Kuwait Ministry of Information and the Ministry of Education. The exhibition will include reproductions of tapestries, miniatures and small pieces of wooden sculpture.

Exhibition of American scientific apparatus

AN EXHIBITION of American scientific apparatus – its theme of the exhibition will be analytical and measuring instruments and laboratory apparatus – is being sponsored by the United States Department of Commerce and will be presented at the United States Trade Centre, 57 St. James's Street, London, S.W.1, from December 7 to 17.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed **to H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Changes in the Programme of Overseas Trade Promotions (first published on November 19).

THE NEXT FULL SUPPLEMENT WILL BE PUBLISHED ON MARCH 4; AMENDMENTS WILL BE SHOWN IN THE FIRST ISSUE OF EACH INTERVENING MONTH.

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE – SECTION I.

Further details about an event may be obtained from the officer named (Tel. Abbey 7877). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Mr. C. H. Russell, Ext. 2780).

WESTERN EUROPE – 1966

Amendments:

DUSSELDORF: EUROPEAN FOOTWEAR SAMPLES DISPLAY – March 26-28, 1966.

The date has now been changed from April 24-28, 1966.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHES – April 16-21, 1966.

A possible joint venture with the British Fashion Export Group. Firms interested in participation should contact the group.
(Mr. D. J. Donaldson, Ext. 2783).

Delete:

COLOGNE: INTERNATIONAL BABIES' AND CHILDREN'S FAIR – April 22-24, 1966.

Amendments:

MUNICH: STORE PROMOTION BY MODEHAUS SALLINGER OGH – Spring 1966.

The address of Modehaus Sallinger is Straubing near Munich.

Manufacturers wishing to interest the store in their products should write to Herr Spitz, Modehaus Sallinger, Straubing Nr. Munich.

FRANKFURT: INTERNATIONAL AGRICULTURAL SHOW (49TH DLG EXHIBITION) – May 8-15, 1966.

A joint venture with the Society of Master Saddlers (6 firms).
(Mr. P. G. Evans, Ext. 2778).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHES – November 5-11, 1966.

A possible joint venture with the British Fashion Export Group. Firms interested in participation should contact the group.
(Mr. D. J. Donaldson, Ext. 2783).

Additions:

SANTAREM: THE PORTUGUESE AGRICULTURAL FAIR at Santarem – May 1966.

Joint ventures with four livestock breed societies.
(Miss M. Jones, Ext. 2788).

AALBURG: INTERNATIONAL FAIR FOR HARDWARE, IRONMONGERY, GLASS AND PORCELAIN – April 28-May 1, 1966.

Possible joint venture with the Hardware Manufacturers' Association. Firms interested in exhibiting should contact the association.
(Miss M. Jones, Ext. 2788).

DORNBIRN: BERTOLINI STORE PROMOTION – May 1966.

It is intended to hold a display of men's outerwear early in May 1966.
(Mr. P. S. E. Hooper, Ext. 2755).

STOCKHOLM: AHLEM-HOLM STORE PROMOTION – March 1966.

This departmental store intends holding a British promotion early in March next year. The store is primarily interested in all forms of women's fashionable clothing, fabrics, household goods and foodstuffs. Small buying missions have already visited this country and it is possible that more will follow.
(Mr. P. S. E. Hooper, Ext. 2755).

Mr. Frank Cousins, Minister of Technology (left) discusses the Caps enlarger-viewer with Mr. Paul James, the machine's designer during a tour of the 'Design in Engineering' exhibition at the Design Centre in Haymarket, London. The exhibition featured the importance of design in the engineering industries.

ZURICH: INTERNATIONAL SCREEN PRINTING EXHIBITION – June 2-5, 1966.

A joint venture with the Display Producers' and Screen Printers' Association.
(Mrs. J. E. Buckley, Ext. 2782).

BASLE: INTERNATIONAL TRADE FAIR FOR HARDWARE, TOOLS AND HOUSEHOLD GOODS – September 4-6, 1966.

The Board of Trade is prepared to consider joint ventures with the appropriate trade associations. Firms interested in participation should contact their association.
(Mrs. J. E. Buckley, Ext. 2782).

EASTERN EUROPE – 1966

Addition:

BRNO: INTERNATIONAL TRADE FAIR – September 11-25, 1966.

An information stand manned by representatives of the Foreign Office, the British Embassy, Prague, and the Board of Trade.
(Mr. R. C. Pearson, Ext. 2262).

USA – 1966

Addition:

NEW YORK: B. ALTMAN AND CO. STORE PROMOTION – March 1966.

The theme of this promotion, to be held in the first two weeks of March, will be 'Young Britain'. The clothes of young fashion designers will be featured, together with a display of well-designed British consumer goods.
(Mr. R. A. Hillier, Ext. 2177).

LATIN AMERICA – 1966

Amendment:

MEXICO CITY: BRITISH EXHIBITION OF MACHINE TOOLS AND TECHNICAL AND INDUSTRIAL EQUIPMENT.

The date for this event should be amended to read October 19-30, 1966.

AUSTRALIA – 1966

Amendment:

MELBOURNE: GEORGE'S LTD. STORE PROMOTION – 1966.

This promotion will take place from February 28-March 12, 1966.
(Mr. R. A. Hillier, Ext. 2177).

SOUTH AFRICA – 1966

Amendment:

JOHANNESBURG: March 29-April 11, 1966.

For 1966 the Rand Easter Show will be retitled 'Republic Festival Show 1966' to mark the fifth anniversary of the Republic of South Africa.

Amendments and Additions to Classified Lists of EXHIBITIONS AND FAIRS – Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, and dates, etc. may be subject to alteration.

The Board of Trade Overseas Trade Fairs Directorate, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1 (Tel. Abbey 7877, Ext. 3557, Germany; Ext. 2782, Benelux, Italy, Austria, Switzerland; Ext. 2783, France; Ext. 3558, East Europe, Western Hemisphere; Ext. 2788, Scandinavia and rest of the world) (Ext. 3008, United Kingdom) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Information can also be provided about other events which, owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS – Section II

Amendments:

BARI: The Board of Trade have been informed that the International Levant Fair will take place from September 7-20, 1966.

BORDEAUX: The Board of Trade have been informed that the International Trade Fair will be held from June 16-27, 1966, and not on the dates previously shown in the *Board of Trade Journal*.

BRUSSELS: The Board of Trade have been informed that the International Fair will take place from April 29-May 10, 1966, and not on the dates previously shown in the *Board of Trade Journal*.

BRUSSELS: The Board of Trade have been informed that the Gardening Exhibition will open on February 26, 1966, and not on the date previously shown in the *Board of Trade Journal*.

COPENHAGEN: The Board of Trade have been informed that inquiries relating to the Sixth International AIDA Congress and Exhibition (Food), June 23-July 3, 1966, should be addressed to General Secretariat, AIDA, 1966 Bella Centret A/S Hvidkildevej 64, Copenhagen F.

DUSSELDORF: The Board of Trade have been informed that the 22nd German Footwear Sample Display (GDS) will be held from September 15-18, 1966, and not on the dates previously shown in the *Board of Trade Journal*.

GOTHENBURG: The Board of Trade have been informed that inquiries relating to the International Swedish Boat Show, February 11-20, 1966, should be addressed to A.B. Svenska Batutstallaing, Industrihallen, Masshallarna, Gothenburg, S.

LYONS: The Board of Trade have been informed that the European Furniture Fair (MEUROPAM) will take place from October 8-11, 1966, and not on the dates previously shown in the *Board of Trade Journal*.

MILAN: The Board of Trade have been informed that the United Kingdom organizer for the International Samples Fair, April 14-25, 1966, is Dr. V. Schiazzano, 31 Old Burlington Street, London, W.1 (Tel. Regent 2411) and not the Italian Chamber of Commerce as pre-

viously shown in the *Board of Trade Journal.*

PALERMO: The Board of Trade have been informed that the Mediterranean Fair will take place from May 26-June 9, 1966, and not on the dates previously shown in the *Board of Trade Journal.*

ROME: The Board of Trade have now been informed that the International Exhibition of Electronics, Nuclear Energy and Television, Radio and Cinematography will take place from June 15-26, 1966.

Additions – 1966:

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 12-27.

* Apply, The President, Fiera Internazionale della Sardegna, Quartiere Fieristico, Viale A. Diaz, Cagliari, Sardinia.

BARCELONA: INTERNATIONAL TRADE FAIR – April 14-24.

* Apply, Feria Oficial e Internacional de Muestras en Barcelona Palacio No. 1, Avenida Maria Christina, Barcelona.

AALBORG: INTERNATIONAL FAIR FOR HARDWARE, IRONMONGERY, GLASS AND PORCELAIN – April 28-May 1.

* Apply, Scan O Fair Vesterbro 17, Aalborg.

NOVI-SAD: INTERNATIONAL AGRICULTURAL FAIR – May 14-23.

* Apply, Novi Sad Fair, Novi Sad, Hajduk Veljkova 11, Yugoslavia.

COPENHAGEN: INTERNATIONAL PIECE GOODS FAIR, NORD-STOFF 66 – May 24-27.
Apply, Universal Fair and Exhibition Services Ltd., Blaagaardsgade 17, Copenhagen, N.

OSLO: THE FIFTH TECHNICAL FAIR – August 31-September 11.
Apply, Maskingrossisternes Forening, Rosenkrantzgt, 22, Oslo 1.

BRNO: INTERNATIONAL TRADE FAIR – September 11-25.

* Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

SALONIKA: SALONIKA INTERNATIONAL TRADE FAIR – September.

* Apply, Foir International de Thesalonika, Salonika.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHES – November 5-11.

* Apply, Salon International du Prêt-à-Porter Feminin, 23 rue Notre-Dame-Des-Victoires, Paris 2e.

EUROPE – 1967

Additions:

COPENHAGEN: SECOND INTERNATIONAL PACKING FAIR (NORD-PAK 67) – April 27-May 5.

* Apply, Universal Fair and Exhibition Services Ltd., Blaagaardsgade 17, Copenhagen, N.

COPENHAGEN: THIRD INTERNATIONAL HOSPITAL FAIR – May 16-21.

† Apply, Fyens Forum, Odense.

COPENHAGEN: SIXTH INTERNATIONAL FISHERIES FAIR – May 19-28.
Apply, Universal Fair and Exhibition Services Ltd., Blaagaardsgade 17, Copenhagen, N.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendment – 1966:

JOHANNESBURG: March 29-April 11.
For 1966 the Rand Easter Show will be retitled 'Republic Festival Show 1966' to mark the fifth anniversary of the Republic of South Africa.

Additions – 1966:

MONTREAL: CANADIAN SPORTING GOODS AND CYCLE ASSOCIATION SHOW – February 13-17.

* Apply, Canadian Sporting Goods and Cycle Association, P.O. 491, Montreal 9, Quebec.

NEW YORK: 10TH ANNUAL INTERNATIONAL AUTOMOBILE SHOW – April 9-17.
At Coliseum. Apply, Charles Snitow Inc., 331 Madison Avenue, New York, N.Y. 10017.

CHICAGO: NATIONAL AUTOMATIC MERCHANDISING ASSOCIATION CONVENTION AND EXHIBITION – October 29-November 1.

* At McCormick Place. Apply, National Automatic Merchandising Association, 7 South Dearborn Street, Chicago, Illinois 60603.

Addition – 1967:

ACCRA: INTERNATIONAL TRADE FAIR – February.
Apply, Ghana International Trade Fair, Ministry of Trade, P.O. Box 1447, Accra, Ghana.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendment – 1966:

The Board of Trade have been informed that the Confectionery Trades Exhibition which was to have been held in Manchester from March 28-April 1 has been cancelled.

Additions – 1966:

LONDON: BRITISH FASHION WEEKS (WHOLESALE COLLECTIONS) – April/May and October/November.

* At various showrooms. Apply, A. T. Elvy, Esq., Apparel and Fashion Industry's Association and The British Fashion Export Group, 92 New Cavendish Street, London, W.1. (Tel. Langham 5036).

STONELEIGH ABBEY: ROYAL SHOW – July 5-8.

* Apply, Royal Agricultural Society of England, 35 Belgrave Square, London, S.W.1. (Tel. Belgrave 5323).

German Trade Fairs – Worldwide Markets

In these days when distances are practically of no importance and borders no longer a hindrance, the pattern of trade and industry changes swiftly. Therefore, it is more important than ever to be informed today about tomorrow's prospects and market progress. To demonstrate such progress and provide first-hand information is the basic purpose of the German Trade Fairs. A visit will prove that in the dynamic and truly international atmosphere of the German Trade Fairs you can gain new, valuable ideas and make important contacts.
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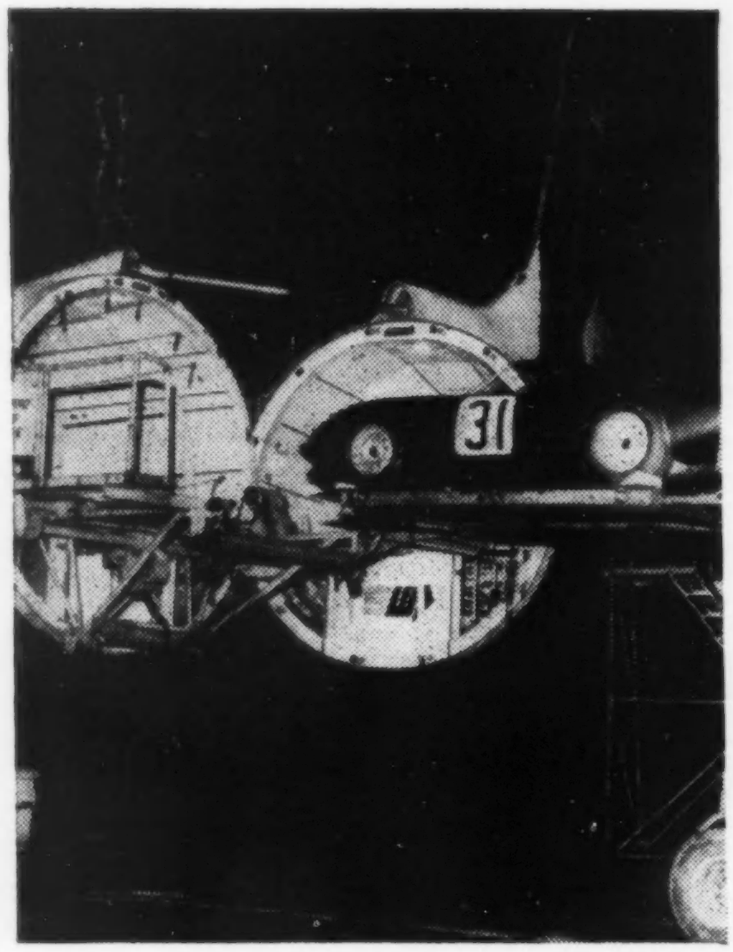
The German Trade Fairs are worldwide markets for consumer and capital goods. One reason for their attraction is the fact that they are specialised trade and technical events arranged for experts. At least one fourth of the exhibitors, sometimes as many as 50 per cent and more, come from abroad. The visitors are thus offered a comprehensive survey of international supply and the trends of the world markets. Equally important aspects are the establishment of personal contacts and the infinite possibilities available for multilateral business transactions.

Full details from:
Embassy of the Federal Republic of Germany, 23 Belgrave Square, SW1
Telephone: BELgravia 5033
Ausstellungs- und Messe-Ausschuss der Deutschen Wirtschaft e.V
31a Engelbertstrasse, 5 Cologne
Telephone: 21 90 91/92

Sir Geoffrey de Freitas, MP, examining British merchandise at Bullock's Downtown Store, Los Angeles. What is said to be one of the best promotions of British menswear yet put on in Los Angeles was recently held in this store, with the help of the British Consulate-General.



The Rover–BRM gas turbine 'car of the future'–first British car to finish at Le Mans in June–is to be featured on the Rover North America stand at the San Francisco Motor Show. This latest version of the Rover-BRM is seen being loaded at London Airport.

Queen Ingrid of Denmark accompanied by the chairman of the Danish Hotel Union visiting the stand of Chilton Electric Products Ltd, during the recent International Hotel and Restaurant Exhibition in Copenhagen. The company were exhibiting the range of Chilton universal shaver sockets.

Specialized British industrial exhibition in Mexico

A BRITISH EXHIBITION of machine tools and technical and industrial equipment is to be held in Mexico City from October 19-30, 1966. This will be a specialized Trade Fair – aimed at buyers not the general public – showing capital and producer goods of types for which there is great scope for developing exports to Mexico. The cost of space will be £1 per sq. ft. net which will cover not only the space rental but also shell stand construction, publicity and advertising and official entertaining of visiting industrialists. This low charge has been made possible by substantial financial assistance from the Board of Trade.

The exhibition will be staged at the Auditorio Nacional, the principal exhibition centre in Mexico City close to the city centre. It will be organized by British Overseas Fairs Limited, 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376) to whom inquiries should be directed.

Foreign designs exhibition in London

THE FIRST exhibition of foreign designs to be staged on the recently opened mezzanine floor of The Design Centre, London, to be opened from December 8 – 30 will be devoted to well-designed products from the German light engineering industries. Entitled 'Gute Form', the exhibition is being arranged by the Rat für Formgebung (the German equivalent of the Council of Industrial Design).

The exhibition will form the first part of a programme of reciprocal exhibitions with foreign countries. It is hoped that, in future, one exhibition of foreign designs will be staged each year at The Design Centre to show British designers and manufacturers their foreign competition and to indicate trends in foreign thinking. Examples of well-designed British goods were last exhibited by the CoID in Germany during the British Week held in Dusseldorf early in 1964.

Austrian Promotion Week in London

AN AUSTRIAN PROMOTION WEEK was held from October 25 to 30 – although on a somewhat smaller scale than in previous years. Participation in this year's Promotion was not confined solely to departmental stores in the West End of London, Simpsons (Piccadilly), Lillywhites, Harry Hall of Regent Street, D. H. Evans, and the Rosenthal Studio House, but included the House of Forsyth, Princes Street, Edinburgh, Greaves (the Clydesdale Rubber Co.), Gordon Street, Glasgow, and also Lumley's of Sauchiehall Street, Glasgow.

The goods specially displayed for sale were primarily in the range of sportswear of all kinds, après-ski and winter clothing, but there was also a larger choice of other articles in the field of household equipment, glasswear, porcelain, cutlery, etc.

Mission to Moscow by UK Business Equipment team

A SEVEN-MAN team from the Business Equipment Trade Association flew to Moscow on November 26 to discuss possible representation by British office equipment manufacturers at an International Exhibition of Equipment and Appliances for Mechanization of Designing, Technical and Office Work to be held in Moscow from September 1 to 15, 1966.

The mission follows discussions earlier this year between representatives of BETA, the Board of Trade and the USSR Chamber of Commerce in London. During these the Soviet representatives stressed that their Government had reached a decision to modernize offices in the USSR and that by holding their exhibition they could enable potential Russian users to select from a wide range of products from different countries.

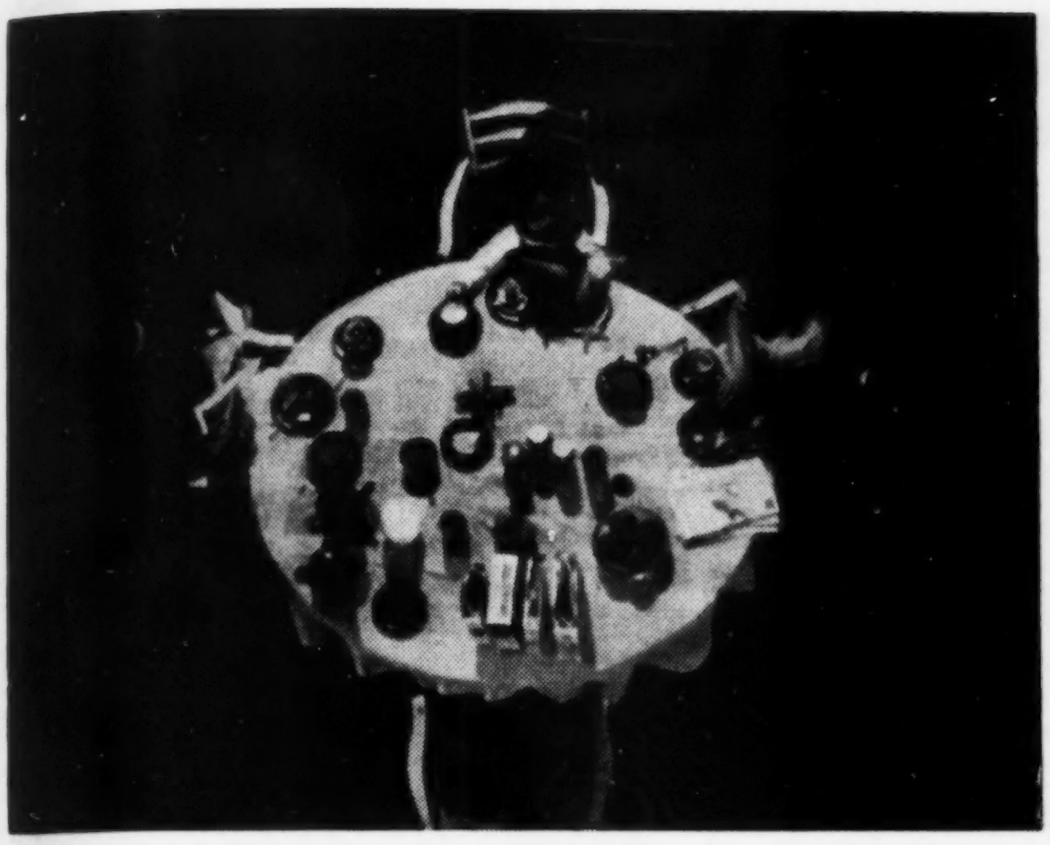
The British mission comprises a special committee of BETA's Export Section under its chairman, Mr. J. B. Windsor. It will be accompanied by the Association's vice-president, Mr. C. Shread. The members are fully representative of the various categories of equipment covered by the business equipment industry.

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*
Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*



This overhead shot showing a breakfast table set with the Royal Worcester range of Samian china, is a still from Design for Today, *a 15-minute colour film produced by A. E. Pathe in collaboration with Cammell Hudson Associates for the Central Office of Information. A day in the life of a great city establishes the setting in which selected examples of British industrial design can be seen and judged. The film will be given wide distribution overseas, especially in connection with Trade Fairs and British Weeks. It has already been screened in Prague during the Exhibition of Industrial Design from October 19 to November 7, and will be shown during the coming British Week in Hong Kong.*

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Overseas Trade and Exports

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ANGOLA

(231/65) Pharmaceuticals and Surgical Materials for Benguela Railway Company. Closing date not known. E.S.B. 41659/65.

AUSTRALIA

(234/65) Chloramination Equipment for Brisbane City Council. December 17. E.S.B. 42239/65.*

Northern Electric Authority of Queensland:

(234/65) Transmission Line. January 6, 1966. E.S.B. 42242/65.

(235/65) Transmission Lines and Equipment. (Further Information). Closing date postponed to January 6, 1966. E.S.B. 38420/65.

(235/65) Transformers. January 12, 1966. E.S.B. 42236/65.*

(235/65) Transmission Lines and Equipment. (Further Information.) Closing date postponed to January 6, 1966. E.S.B. 38419/65.*

(234/65) Dam Construction for Queensland Co-Ordinator General's Department. (Further Information.) E.S.B. 41851/65.*

Southern Electric Authority of Queensland:

(235/65) Isolating Switches. December 22. E.S.B. 42331/65

(235/65) Turbo-Alternators. February 21, 1966. E.S.B. 42332/65.

State Electricity Commission, of Victoria

(236/65) Transmission Line Construction. (Further Information.) Closing date postponed to January 10, 1966. E.S.B. 40892/65.*

BURMA

Electrical Stores Corporation:

(231/65) Insulating Tape. December 17. E.S.B. 41656/65.*

(231/65) Electric Torches. December 17. E.S.B. 41657/65.*

(231/65) Furnace Hoods for Industrial Development Corporation. December 15. E.S.B. 41653/65.*

(231/65) Metals, Fire Clay, etc. for People's Engineering Industry. December 30. E.S.B. 41672/65.*

People's Stores Corporation:

(231/65) Cable and Accessories. December 15. E.S.B. 41655/65.*

(231/65) Vehicle Accessories. December 21. E.S.B. 41673/65.*

Steel Mill:

(231/65) Chain Links. December 15. E.S.B. 41383/65.*

(231/65) Contact Clamps. December 15. E.S.B. 41384/65.*

CANADA

British Columbia Hydro and Power Authority:

(235/65) Transmission Line Accessories. December 21. E.S.B. 42381/65.

(235/65) Aluminium Conductor. December 21. E.S.B. 42382/65

(235/65) Circuit Breakers. February 15, 1966. E.S.B. 42378/65.

(235/65) Disconnect Switches. February 15, 1966. E.S.B 42379/65.

(235/65) Insulators. January 4, 1966. E.S.B. 42380/65.

CEYLON

(231/65) Steel Strapping for Ceylon Plywoods Corporation. January 15, 1966. E.S.B. 41368/65.

(234/65) Metals for Ceylon State Hardware Corporation. January 10, 1966. E.S.B. 42280/65.*

(235/65) Milk Cans for Milk Board. December 15. E.S.B. 42288/65.

(235/65) Vehicles for Ministry of Health. January 11. E.S.B. 42293/65.*

(235/65) Handloom Accessories for Ministry of Home Affairs. (Further Information.) Tender documents now available. E.S.B. 41362/65.*

Ministry of Land, Irrigation and Power:

(231/65) Creosote. January 11, 1966. E.S.B. 41619/65.*

(235/65) Transformers. (Further Information.) Tender documents now available. E.S.B. 41371/65.*

River Valleys Development Board:

(231/65) Sulphur. December 21. E.S.B. 41621/65.*

(231/65) Drill Steels; Air Hose. December 21. E.S.B. 41635/65.*

(234/65) Raw Materials for Tyre Shop. December 21. E.S.B. 42287/65.*

(235/65) Electrical Materials for State Engineering Corporation of Ceylon. December 17. E.S.B. 42283/65.*

EXPORT EPIC

With an export order of 1,000 boats per annum in the offing, Stanley Smith (best known for his trans-Atlantic crossing in the Nova Espero *in 1949) of West Wight Plycraft Ltd., Isle of Wight, determined to prove one of his designs by delivering a 14 ft. centre-boarder to a Swedish buyer, despite the fact that the yachting season is over. Although this export-or-perish effort very nearly cost him his life – he was blown to leeward and swept overboard – the little West Wight Potter and his confidence were vindicated; for he rode out 5 days of Force 8-9 gales in the North Sea in late October, in a craft which is no more than a centre-board dinghy with a detachable hard-top. More than 100 West Wight Potter craft have already been sold.*

COLOMBIA

(232/65) Generator for Instituto de Aprovechamiento de Aguas y Fomento Electrico. (Further Information.) A copy of the specifications now available (in Portuguese). E.S.B. 40877/65.*

COSTA RICA

El Consejo Nacional de Produccion:

(232/65) Tractors and Trailers. January 6, 1966. Tender documents (in Spanish) available. E.S.B. 41814/65.*

(235/65) Tanks. December 16. E.S.B. 42303/65.*

UNITED ARAB REPUBLIC (EGYPT)

(235/65) Fire Hose for Abu-Zaabal Military and Civil Chemical Co. December 31. E.S.B. 42286/65.*

Egyptian Railways:

(234/65) Ball Bearings. December 27. E.S.B. 42270/65.

(234/65) Welding Material. December 18. E.S.B. 42272/65.

(234/65) Cranes. December 20. E.S.B. 42273/65.

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DENMARK

Central Trust of China:
(231/65) Measuring and Control Instruments. December 17. E.S.B. 41348/65.
(235/65 Miscellaneous Equipment. December 21. E.S.B. 42325/65.*
(235/65) Steel Plate. December 24. E.S.B. 42369/65.*
(235/65) Machine Tools. December 30. E.S.B. 42371/65.*
(235/65) Spring Washers. December 23. E.S.B. 42317/65.*
(235/65) Flow Meters. December 15. E.S.B. 42318/65.*
(235/65) Radio Sets. December 21. E.S.B. 42319/65.*
(235/65) Lawn Mowers. December 21. E.S.B. 42320/65.*
(235/65) Grouting Hose. December 21. E.S.B. 42321/65.*
(235/65) Paper Mill Equipment. December 28. E.S.B. 42322/65.*
(235/65) Babbit Metal. December 24. E.S.B. 42367/65.*
(235/65) Babbit Metal. December 24. E.S.B. 42368/65.*
(235/65) Pharmaceuticals and Chemicals. December 16. E.S.B. 42375/65.
(236/65) Furnace. December 15. E.S.B. 42323/65.*
(236/65) Chemicals. December 21. E.S.B. 42324/65.*
(236/65) Boiler Tubes. December 22. E.S.B. 42365/65.*
(236/65) Industrial Cooler. December 24. E.S.B. 42370/65.*
(236/65) Zinc Plate. December 28. E.S.B. 42374/65.
(236/65) Nylon Yarn. December 24. E.S.B. 42373/65.*
(236/65) Potassium Carbonate. December 22. E.S.B. 42376/65.*

FRANCE

(234/65) Paper Rolls for Allied Forces Central Europe H.Q. December 20. E.S.B. 42210/65.*
(231/65) Mobile Workshop for SHAPE, Paris. January 14, 1966. E.S.B. 41682/65.*

GREECE

(233/65) Chemicals for Agricultural Bank of Greece. December 28. E.S.B. 41853/65.*
(234/65) Cranes for The Free Zone and Port of Thessalonika. January 28, 1966. E.S.B. 42269/65.*

HONG KONG

(233/65) Steel Tubes for Tender Board. December 17. E.S.B. 41854/65.*

ICELAND

(233/65) Generators for The National Power Company. March 11. .966. E.S.B. 42235/65.

INDIA

Atomic Energy Establishment:
(233/65) Air Conditioners. December 17. E.S.B. 41896/65
(233/65) Centrifugal Pump. December 15. E.S.B. 41894/65.
(233/65) Centrifugal Pump. December 16. E.S.B. 41893/65.
(233/65) Centrifugal Pump. December 16. E.S.B. 41892/65.
Beas Purchase Organization:
(236/65) Water Treatment Plant. January 28, 1966. E.S.B. 42356/65.
(236/65) Mobile Cranes. December 21. E.S.B. 42357/65.
(236/65) Vibratory Screen. December 24. E.S.B. 42358/65.
(236/65) Tamping Roller. February 2, 1966. E.S.B. 42359/65.
(236/65) Levels. February 2, 1966. E.S.B. 42360/65.
(236/65) Bolts, Nuts and Washers. December 29. E.S.B. 42363/65.
(233/65) Electrical Equipment for Bihar State Electricity Board. February 18, 1966. E.S.B. 41838/65.
(233/65) Railway Control Equipment for Central Railway Bombay. February 16, 1966. E.S.B. 41886/65.
(233/65) Radio Equipment for Directorate of Supplies and Disposals. December 16. E.S.B. 41883/65.*
(231/65) Penstocks for Government of Andhra Pradesh. February 21, 1966. E.S.B. 41802/65.
(233/65) Arc Welding Sets for Hydel UBDC Project. December 15. E.S.B. 41885/65.
(235/65) Power Plant Units for Indian Posts and Telegraphs Department. (Further Information.) Tender documents now available. This tender may be financed through International Bank. E.S.B. 41375/65.*
(234/65) Ferro-Tungsten for India Supply Mission, London. December 20. E.S.B. 42314/65.
Indian Telephone Industries Ltd.:
(232/65) Steel Shafts. (Further Information.) Tender documents now available. E.S.B. 39138/65.*
(232/65) Nickel Iron Strips. January 10, 1966. E.S.B. 41801/65.*
(232/65) Excavation Work for Kerala State Electricity Board. December 27. E.S.B. 41830/65.
(232/65) Construction of Tunnels for Koyna Hydro Electric Project in Maharashtra. (Further Information.) Tender documents and drawings now available. E.S.B. 38425/65.*
(232/65) Printing Machinery for Madras State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 40382/65.*
Ministry of Railways:
(232/65) Steel. (Further Information.) Tender documents now available. E.S.B. 40809/65.*
(232/65) Steel. (Further Information.) Tender documents now available. E.S.B. 40808/65.*
Mysore State Electricity Board:
(233/65) Lightning Arresters. January 3, 1966. E.S.B. 41826/65.
(233/65) Power Transformers. January 10, 1966. E.S.B. 41827/65.
(233/65) Power Transformers. January 12, 1966. E.S.B. 41828/65.
(236/65) Contractors Plant for National Coal Development Corporation Ltd. December 29. E.S.B. 42607/65.*
(231/65) Centrifugal Pumps for Neyveli Lignite Corporation Ltd. December 22. E.S.B. 41811/65.
(231/65) Electrical Equipment for Punjab State Electricity Board. January 24, 1966. E.S.B. 41374/65.

IRAN

Iranian State Railways:
(233/65) Rails. February 1, 1966. E.S.B. 41879/65.*
(233/65) Steel Sleepers. February 5, 1966. E.S.B. 41881/65.*
(233/65) Rail Switches. February 7, 1966. E.S.B. 41880/65.
(233/65) Street Lanterns. February 9, 1966. E.S.B. 41882/65.*

IRAQ

(233/65) Bottles for Central Foreign Purchasing Board. January 16, 1966. E.S.B. 42230/65.
(234/65) Canal Construction for Directorate General of Inspection. Closing date postponed to January 15, 1966. E.S.B. 30907/65.*
(233/65) Steel Tyres for Directorate General of Railways. January 3, 1966. E.S.B. 42229/65.
(234/65) M.S. Pipe for Government Oil Refineries Administration. (Further Information.) Tender documents now available. E.S.B. 41057/65.*
(233/65) Lathes for Iraqi Ports Administration. December 30. E.S.B. 42231/65.
Ministry of Defence:
(232/65) Water Supply Scheme. December 25. E.S.B. 41825/65.
(234/65) Zinc Blocks. December 28. E.S.B. 42233/65.*
(234/65) Overalls. January 22, 1966. E.S.B. 42234/65.*
(234/65) Tractor for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 39163/65.*
Ministry of Municipal and Rural Affairs:
(233/65) Cable and Accessories. January 11, 1966. E.S.B. 42232/65.
(234/65) Well Rigs. (Further Information.) Tender documents now available. E.S.B. 40165/65.*
(234/65) Transformers. (Further Information.) Tender documents now available. E.S.B. 41059/65.*
(234/65) Sewerage Works for Ministry of Municipal and Village Affairs. Closing date postponed to December 27. E.S.B. 31615/65.
(234/65) Metal Manufactures; Solder for Ministry of Oil. February 9, 1966. E.S.B. 42228/65.
(234/65) Telephone Exchange Units for Posts, Telegraphs and Telephones Administration. (Further Information.) Tender documents now available. E.S.B. 39882/65.*

IRISH REPUBLIC

(236/65) Wagon Tippler for Coras Iompair Eireann. December 29. E.S.B. 42346/65.
(236/65) Sewage Pumping Plant for Dublin County Council. December 16. E.S.B. 42345/65.
Tipperary (S.R.) County Council:
(231/65) Water Supply Scheme. December 29. E.S.B. 41609/65.
(232/65) Pumping Unit. December 29. E.S.B. 41610/65.

JAPAN

(236/65) Steel Bridge Construction for Tokyo Expressway Public Corporation. January 8, 1966. E.S.B. 42391/65.*

Mr. W. Balzert, chief buyer for the German mail order house Quelle, trying a lawnmower during a visit to the Qualcast Derby factory recently. During the visit Mr. Balzert signed a £200,000 order for Qualcast mowers. In the picture are (left to right) Mr. A. C. Malcolm, lawn mower divisional director; Mr. E. Schmidt, West German agent for Qualcast; Mr. Balzert and Mr. H. Vogt, chief test engineer, Quelle.

KENYA

(234/65) Steel Sleepers and Accessories for East African Railways and Harbours. December 27. E.S.B. 42244/65.

KUWAIT

Central Tenders Committee:
(233/65) Iron Palisading. December 22. E.S.B. 42202/65.*
(234/65) Chemicals. December 22. E.S.B. 42203/65.*
(234/65) Pipes and Fittings. December 22. E.S.B. 42204/65.*

LEBANON

(236/65) Fire Fighting Vehicles for Direction des Adjudications Publiques. December 16. E.S.B. 42394/65.*
(233/65) Construction Project for Conseil Executif des Grands Projects. December 16. E.S.B. 42206/65.
(234/65) Broadcasting Equipment for Ministry of Guidance, Information and Tourism. December 22. E.S.B. 42212/65.*
(234/65) Irrigation Scheme for Office National Du Litani. (Pre-qualification.) Closing date for applications January 6, 1966. Tender documents (in French) available. E.S.B. 42211/65.*

LIBYA

Public Works Department:
(233/65) Salt Residue Evaluation. February 28, 1966. E.S.B. 41842/65.
(233/65) Argil Evaluation. February 28, 1966. E.S.B. 41843/65
(233/65) Water Treatment Plant. Closing date not known. E.S.B. 41847/65.
(233/65) Sludge Pumps and Digestion Plant. Closing date not stated. E.S.B. 41846/65.
(233/65) Electrical Installation. Closing date not stated. E.S.B. 41845/65.

MALTA

(235/65) Disinfectants for Medical and Health Department. December 22. E.S.B. 42252/65.*

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NEW ZEALAND

General Post Office:
(231/65) Insulator Spindles. January 19, 1966. E.S.B. 41674/65.*
(231/65) Solder Wire. January 19, 1966. E.S.B. 41675/65.
(233/65) Loading Cases. January 21, 1966. E.S.B. 42207/65.*
(234/65) Insulating Tape. January 17, 1966. E.S.B. 42208/65.*
(234/65) Screws and Washers. January 14, 1966. E.S.B. 42275/65.*
(234/65) Loading Cases. January 21, 1966. E.S.B. 42292/65.
(235/65) Testing Equipment. January 25, 1966. E.S.B. 42311/65.*
(235/65) Radio Equipment. January 18, 1966. E.S.B. 42274/65.*
(235/65) Electrical Accessories. January 25, 1966. E.S.B. 42385/65.*
(236/65) Capacitors. January 20, 1966. E.S.B. 42416/65.
Marsden Point Power Station:
(231/65) Power Station Instruments. January 11, 1966. E.S.B. 41685/65.
(231/65) Power Station Equipment. January 17, 1966. E.S.B. 41686/65.
New Zealand Broadcasting Corporation:
(234/65) Sound Studio Equipment. March 2, 1966. E.S.B. 42285/65.*
(231/65) Wheel Sets. December 29. E.S.B. 41681/65.*

NORWAY

(233/65) Steel Towers for Norwegian Water Resources and Electricity Board. December 20. E.S.B. 42209/65.

PAKISTAN

Directorate of Supply:
(231/65) Winding Wire and Cable. January 6, 1966. 41607/65.*
(231/65) Diesel Technological Equipment. (Further Information.) E.S.B. 40847/65.*
(236/65) Railway Track Materials for East Pakistan Railway Board. December 30. E.S.B. 42384/65.*

PARAGUAY

(232/65) Electrical Accessories for Social Security Institute. December 21. Tender documents (in Spanish) available. E.S.B. 41835/65.*

PERU

(235/65) Locomotives and Railcars. (Advance Information.) For Corporacion Peruana Del Santa. Closing date not known. E.S.B. 42289/65.*

PHILIPPINES REPUBLIC

(236/65) Pipes and Fittings for National Waterworks and Sewerage Authority. February 1, 1966. E.S.B. 42385/65.

PORTUGAL

(234/65) Electrical and Control Installations for Empresa Termoelectrica Portuguesa SARL. January 17, 1966. E.S.B. 42205/65.

RHODESIA

(233/65) Pumping Plant of City of Bulawayo. January 19, 1966. E.S.B. 41397/65.

SOUTH AFRICA

Cape Provincia Tender Board:
(234/65) Rules; Charcoal Sticks. December 17. E.S.B. 42219/65.
(234/65) School Equipment. December 17. E.S.B. 42217/65.
(234/65) Bedsteads. December 17. E.S.B. 42216/65.
(235/65) Passenger Vehicles for South African Railways Decembe 17. E.S.B. 42347/65.
State Tender Board:
(234/65) Electrical Equipment. December 15. E.S.B. 42260/65.*
(235/65) Portable Lighting Set. January 4, 1966. E.S.B. 42257/65.*
(235/65) Air Compressors. January 3, 1966. E.S.B. 42263/65.*
(235/65) Caravans. January 3, 1966. E.S.B. 42264/65.*
(235/65) Generating Sets. January 6, 1966. E.S.B. 42254/65.*
(235/65) Drilling Machine. January 4, 1966. E.S.B. 42266/65.*
(235/65) Pipe Pusher. January 4, 1966. E.S.B. 42265/65.*

SPAIN

(234/65) Civil Engineering for Direction General de Puertos y Senales Maritimas. December 20. E.S.B. 42246/65.
(234/65) Airport Runway Improvements for Ministerio del Aire (Advance Information.) Closing date not yet known. E.S.B. 42250/65.

SUDAN

Sudan Gezira Board:
(235/65) Well Boring Equipment. December 26. E.S.B. 42352/65.*
(236/65) Cotton Seed Dressing. December 22. E.S.B. 42351/65
Sudan Railways:
(233/65) Cotton Waste. December 16. E.S.B. 41839/65.*
(235/65) Tin. December 20. E.S.B. 42349/65.
(235/65) Pumping Set. December 28. E.S.B. 42350/65.*

SYRIAN ARAB REPUBLIC

(234/65) Cables and Accessories for Directorate of Posts, Telegraphs and Telephones. January 31, 1966. E.S.B. 42214/65.*

THAILAND

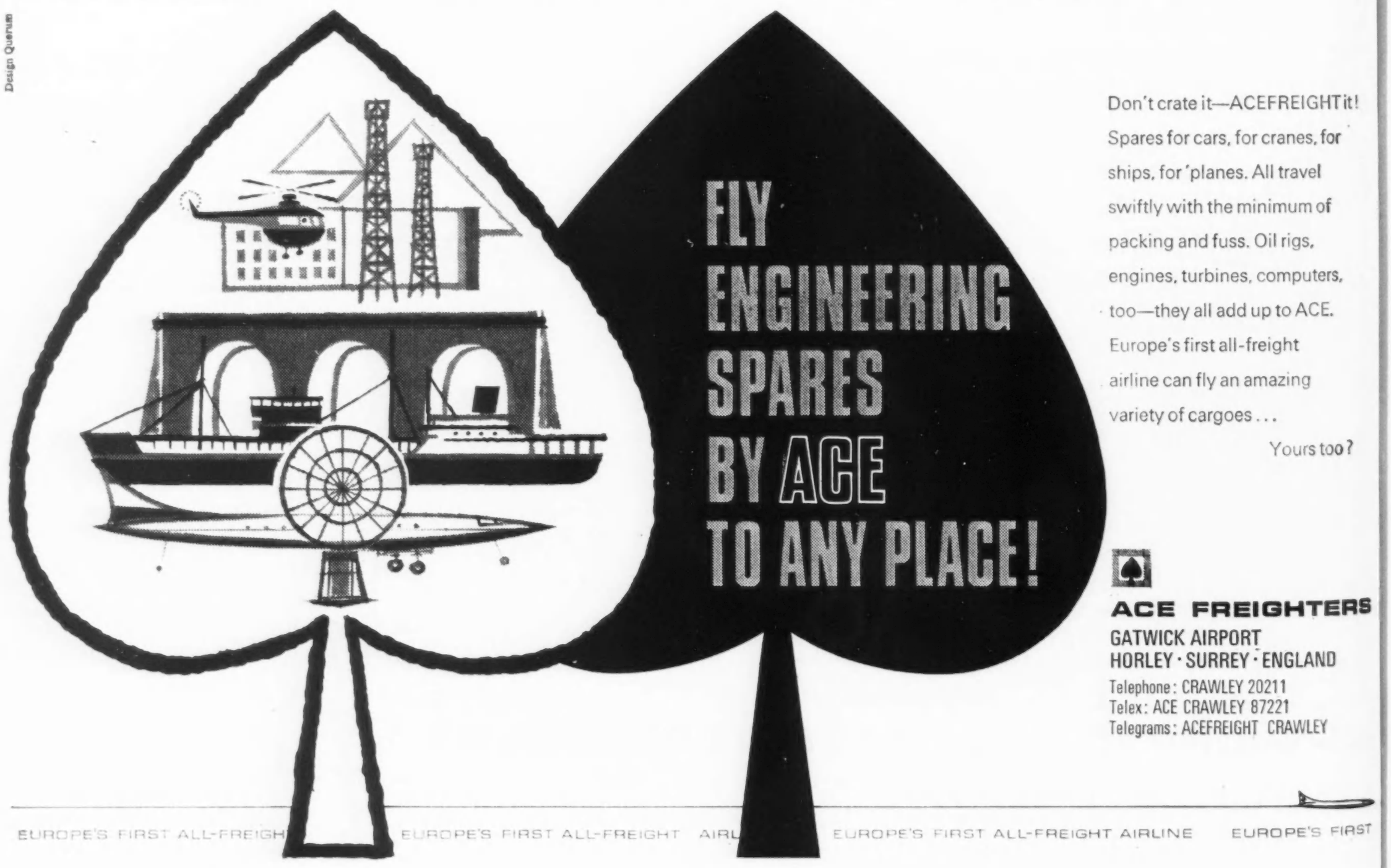
(234/65) Spare Parts for Directorate of Air Engineering. January 20. 1966. E.S.B. 41869/65.
Medical Service Department:
(234/65) Medical Supplies. January 6, 1966. E.S.B. 41870/65.
(234/65) Photographic Materials. December 23. E.S.B. 41871/65.
(233/65) Air Break Switches for Metropolitan Electricity Authority December 28. E.S.B. 41651/65.*
Quartermaster General's Department:
(232/65) Nails. December 20. E.S.B. 41671/65.
(232/65) Tents. December 16. E.S.B. 41669/65.
(232/65) Cotton Thread. December 15. E.S.B. 41670/65
Royal Irrigation Department, Samsen:
(232/65 Contractors Plant. December 16. E.S.B. 41644/65.*
(232/65) Pumps. December 16. E.S.B. 41643/65.*

URUGUAY

Ministry of Public Health:
(231/65) Rubber or Plastic Articles. December 21. E.S.B. 41622/65.
(231/65) Drugs and Chemicals. December 21. E.S.B. 41623/65.
(231/65 Electrocardiographs. December 21. E.S.B. 41624/65
(231/65) Odontological Materials. December 28. E.S.B. 41625/65
(231/65) Pharmaceuticals. December 28. E.S.B. 41626/65

ZAMBIA

Central Supply and Tender Board:
(236/65) Pharmaceuticals. December 24. E.S.B. 42611/65.*
(236/65) Surgical Needles. December 24. E.S.B. 42612/65.*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Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia
(232/65) Inquiry for cards. E.S.B. 41500/65.

Austria
(235/65) Agency inquiry for tube cut off and rougning discs. E.S.B. 42139/65.
(236/65) Agency inquiry for children's wear; textile piece-goods E.S.B. 42476/65.
(235/65) Inquiry for kitchen accessories. E.S.B. 35330/65.

Bolivia
(235/65) Inquiry for poultry equipment. E.S.B. 41942/65.

British Guiana
(231/65) Agency inquiry for P.V.C. sheets. E.S.B. 41746/65.
(235/65) Inquiry for gas stoves and meters. E.S.B. 42072/65

British Honduras
(231/65) Agency inquiry for acid for batteries; batteries for vehicles; paint; tools. E.S.B. 41549/65.
(231/65) Agency inquiry for vehicle spare parts. E.S.B. 41550/65
(231/65) Inquiry for motor vehicle spare parts. E.S.B. 41619/65
(232/65) Inquiry for air conditioning plant; food canning machinery, interior decorating supplies; tile making machinery. E.S.B. 6595/65.

Canada
(231/65) Agency inquiry for housewares; kitchen gadgets; toiletry sets. E.S.B. 41407/65.
(231/65) Inquiry for woollen sweaters. E.S.B. 41438/65.
(234/65) Inquiry for costume jewellery; kitchen gadgets. E.S.B. 42010/65.
(235/65) Inquiry for brick machinery. E.S.B. 42114/65
(235/65) Inquiry for men's wear and accessories. E.S.B. 42413/65.

Colombia
(233/65) Inquiry for steel products. E.S.B. 41966/65.
(236/65) Inquiry for designs and photogravure films. E.S.B. 42541/65.

Cyprus
(233/65) Agency inquiry for domestic appliances. E.S.B. 41436/65.

Denmark
(232/65) Agency inquiry for tomato ketchup. E.S.B. 40578/65
(233/65) Inquiry for women's outerwear. E.S.B. 42011/65.

Denmark/Hungary
(231/65) Trade Agreement. C.R.E. 8565/G.

Dubai
(232/65) Location of Commercial Office. E.S.B. 41765/65.

Ecuador
(235/65) Agency inquiry for refrigerators. E.S.B. 41478/65

Fiji
(231/65) Inquiry for nail wire. E.S.B. 7557/65.

Finland
(234/65) Agency inquiry for toy pistol percussion caps. E.S.B. 41234/65.
(236/65) Agency inquiry for chemicals; cosmetics. E.S.B. 42581/65.

France
(232/65) Agency inquiry for chairs. E.S.B. 41536/65.
(231/65) Inquiry for cleaning machines; cleaning products; platform elevating equipment. E.S.B. 38062/65.
(236/65) Inquiry in respect of consumer goods other than foodstuffs – further information. E.S.B. 30257/65.
(236/65) Inquiry for photographic equipment. E.S.B. 41975/65.

Germany, Federal Republic of
(231/65) Agency inquiry for paper. E.S.B. 41773/65.
(231/65) Agency inquiry for stainless steel sheets. E.S.B. 41772/65.
(233/65) Agency inquiry for tweed cloth. E.S.B. 42000/65.
(234/65) Agency inquiry for raw materials for the foodstuffs industry. E.S.B. 17109/65.
(235/65) Agency inquiry for waste paper. E.S.B. 42194/65.
(235/65) Agency inquiry for antique objects; reproduction furniture E.S.B. 42027/65.
(236/65) Agency inquiry for textiles. E.S.B. 42520/65.
(232/65) Inquiry for chrome-nickel steel tubes. E.S.B. 41910/65
(234/65) Inquiry for men's and women's clothing. E.S.B. 42064/65.
(234/65) Import opportunity – canned green peas. C.R.E. 66/65.
(234/65) Import opportunity – preparations of green beans. C.R.E. 66/55.
(235/65) Inquiry for packaging machinery. E.S.B. 40570/65.

Hong Kong
(232/65) Inquiry for candle moulding and packaging equipment. E.S.B. 41198/65.

Iran
(235/65) Agency inquiry for cable; electrical equipment; pharmaceuticals; pumps. E.S.B. 42090/65.

Iraq
(234/65) Agency inquiry for cigarettes; smokers' requisite; tobacco. E.S.B. 41586/65.
(234/65) Agency inquiry for constructional materials. E.S.B. 42026/65.

Israel
(232/65) Agency inquiry for wire braid hose. E.S.B. 41989/65.
(232/65) Agency inquiry for fabrics. E.S.B. 41987/65.
(232/65) Agency inquiry for hair nets; manicure sets. E.S.B. 41908/65.
(233/65) Agency inquiry for burglar alarms; fire detectors; marine supplies; outboard motors. E.S.B. 42048/65.
(234/65) Agency inquiry for filter paper laboratory glassware; thermometers. E.S.B. 42123/65.
(235/65) Agency inquiry for selenium plates. E.S.B. 42135/65.
(233/65) Inquiry for furniture. E.S.B. 41961/65.
(233/65) Inquiry for lifting hooks. E.S.B. 42016/65.
(234/65) Inquiry for razor blade dispensers. E.S.B. 41590/65.
(234/65) Inquiry for escalators. E.S.B. 42068/65.
(235/65) Inquiry for beach cleaning equipment; sewage treatment plant; water softeners. E.S.B. 42451/65.
(236/65) Inquiry for furniture. E.S.B. 41974/65.

Italy
(232/65) Agency inquiry for footwear. E.S.B. 39332/65.

A handshake and words of welcome from Sir Robert Menzies (right), Prime Minister of Australia, for Mr. Harry Campbell Scarlett, managing director of the Dundee Linoleum Co. Ltd., at a recent Canberra reception for a Scottish trade mission. Mr. Scarlett, who has just returned from a round-the-world sales drive to promote his Company's Heelmaster and Heelguard linoleums, says the tour should result in tens of thousands of pounds of new business.

(234/65) Agency inquiry for hi-fi equipment; spare parts for radio and television sets; television sets. E.S.B. 42088/65.
(235/65) Agency inquiry for resins; silicone based substances. E.S.B. 37579/65.
(232/65) Inquiry for copper pipes. E.S.B. 41211/65.
(233/65) Inquiry for pullovers; woollen materials. E.S.B. 42035/65.
(234/65) Inquiry for self-adhesive paper. E.S.B. 41566/65
(234/65) Inquiry for furnishing fabrics. E.S.B. 42037/65.
(234/65) Changes in taxation on woollen yarns and manufactures

Jamaica
(231/65) Inquiry for cold storage equipment. E.S.B. 1880/64.
(235/65) Inquiry for machinery and supplies for the manufacture of maps. E.S.B. 42019/65.

Japan
(234/65) Agency inquiry for suitings and overcoatings E.S.B. 42128/65.
(231/65) Inquiry for building materials. E.S.B. 18356/65.
(232/65) Inquiry for computers and office machinery. E.S.B. 40966/65.
(232/65) Inquiry for shark oil. E.S.B. 40966/65.
(234/65) Inquiry for chemical machinery; measuring instruments. E.S.B. 42161/65.
(234/65) Inquiry for knitting machinery. E.S.B. 42116/65
(234/65) Inquiry for knitwear; piece-goods; socks. E.S.B. 42089/65.
(234/65) Inquiry for powder compacts. E.S.B. 42162/65
(234/65) Inquiry for woollen textiles. E.S.B. 42117/65.
(234/65) Inquiry for worsteds. E.S.B. 42182/65.
(235/65) Inquiry for alloy products; measuring equipment, vacuum equipment. E.S.B. 42179/65.
(235/65) Inquiry for handbags; wallets and purses. E.S.B. 42173/65.
(235/65) Inquiry for textiles. E.S.B. 42179/65.

Jordan
(232/65) Inquiry for field ration packs. E.S.B. 41620/65.
(233/65) Inquiry for buses. E.S.B. 41546/65.

Kenya
(231/65) Agency inquiry for confectionery; foodstuffs; textiles; tools; toys. E.S.B. 40928/65.

Kuwait
(235/65) Agency inquiry for locks;; lock and latch furniture. E.S.B. 42427/65.

Lebanon
(235/65) Inquiry for cranes. E.S.B. 41954/65.

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Leeward Islands
(231/65) Agency inquiry for cigarettes; domestic and builders hardware; refrigerators and freezers. E.S.B. 41256/65.
(231/65) Agency inquiry for electric cables; fluorescent tubes. E.S.B. 41497/65.

Malta
(235/65) Submarine exploration. E.S.B. 42191/65.

Mexico
(233/65) Agency inquiry for lenses; optical glass. E.S.B. 41257/65.

New Zealand
(235/65) Agency inquiry for electrical test equipment. E.S.B. 42450/65.

Nigeria
(231/65) Agency inquiry for textiles. E.S.B. 41581/65.
(231/65) Inquiry for carpets. E.S.B. 41406/65.
(234/65) Inquiry for agricultural tractors and cultivators. E.S.B. 41947/65.

North America
(233/65) Department store buyers visit London. E.S.B. 1551/65.

Norway
(233/65) Agency inquiry for electronic equipment for ships. E.S.B. 41921/65.

Pakistan
(235/65) Government purchases for the East Wing. E.S.B. 42486/65.

Philippines, Republic of the
(232/65) Inquiry for automotive parts; construction materials; gypsum; industrial abrasives and adhesives; plastics household wares; sandpaper. E.S.B. 40299/65.

Rhodesia
(231/65) Agency inquiry for balloons; confectionery; crockery; foodstuffs; glassware. E.S.B. 41241/65.

Saudi Arabia
(233/65) Inquiry for bottles and bottle tops. E.S.B. 41105/65.

Singapore
(232/65) Agency inquiry for carpets. E.S.B. 41509/65.

South Africa
(232/65) Agency inquiry for antique arms and armour replicas; camping equipment; graphic arts equipment; lithographic supplies; office equipment. E.S.B. 41128/65.
(231/65) Inquiry for security devices. E.S.B. 41516/65.

Sudan
(233/65) Agency inquiry for foodstuffs; powdered soap. E.S.B. 38584/65.
(233/65) Inquiry for industrial chemicals. E.S.B. 40760/65.

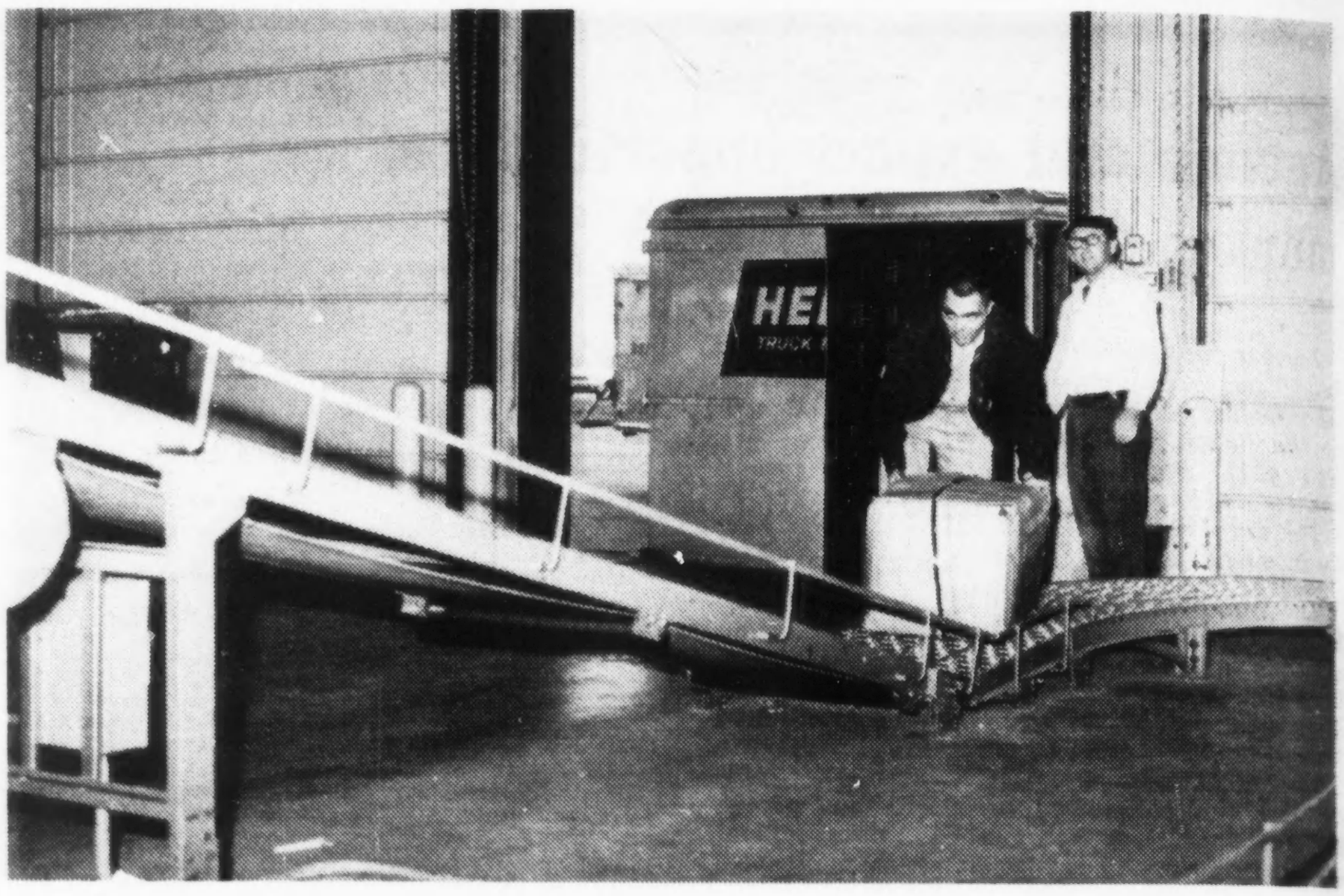
Sweden
(231/65) Agency inquiry for condensers; water coolers. E.S.B. 41708/65.
(234/65) Inquiry for worsteds and woollen piece-goods. E.S.B. 42134/65.

Switzerland
(232/65) Agency inquiry for furnishing fabrics. E.S.B. 42002/65.
(233/65) Agency inquiry for toilet soap. E.S.B. 42031/

Syrian Arab Republic
(234/65) Inquiry for high voltage line installations. E.S.B. 42075/65.
(234/65) Inquiry for metal rods and tubes; workshop hoists. E.S.B. 42068/65.

Tanzania
(235/65) Inquiry for button making machinery; cotton, woollen and synthetic piece-goods; knitwear; slide fasteners; textile dyeing plant; underwear. E.S.B. 41745/65

Thailand
(236/65) Inquiry for brick making plant. E.S.B. 42554/65.
(236/65) Inquiry for machinery for water pump construction. E.S.B. 42515/65.



The first cargo terminal to be built by an international airline at New York was opened by BOAC and BOAC-Cunard at John F. Kennedy Airport recently. The new terminal is the first stage in the expansion of BOAC's world-wide cargo facilities prior to the introduction of Boeing jet freighters. It will also handle freight carried by BWIA and QANTAS. Initially the terminal will handle some 16,000 tons of imports and exports a year. By 1967 this figure is expected to reach 32,000 tons. Reception doors are provided for seven vehicles simultaneously. One doorway is fitted with an adjustable platform which can match the height of a delivery truck's bed, enabling the easy handling of heavy loads. The picture shows export cargo arriving by powered conveyors to the central starting point.

Trinidad/Tobago
(234/65) Agency inquiry for drugs and medicines; surgical sundries. E.S.B. 42163/65.
(232/65) Inquiry for veterinary equipment and medicines. E.S.B. 33308/65.

Turkey
(231/65) Inquiry for electrical equipment and machinery. E.S.B. 39253/65.
(233/65) Inquiry for plant for the production of oil – further information. E.S.B. 30709/65.
(234/65) Inquiry for quinine. E.S.B. 41992/65.
(235/65) Inquiry for electrical equipment; projectors, radio and television sets. E.S.B. 41469/65.

Uganda
(234/65) Inquiry for catering crockery. E.S.B. 42132/65.
(235/65) Inquiry for wigs. E.S.B. 41976/65.
(236/65) Inquiry for chemicals. E.S.B. 37755/65.
(236/65) Inquiry for radio chassis. E.S.B. 42553/65.

United Arab Republic (Egypt)
(231/65) Inquiry for cranes; trailer – further information. E.S.B. 39985/65.

United Arab Republic (Egypt)/Bulgaria
(231/65) Trade Agreement. C.R.E. 2645/G.

United States of America
(231/65) Agency inquiry for agricultural implement parts; barbed wire; pipes; twine. E.S.B. 41491/65.
(233/65) Agency inquiry for copying machines; electrostatic equipment; thermographic equipment. E.S.B. 41267/65.
(231/65) Inquiry for household goods; kitchen items. E.S.B. 41294/65.
(233/65) Inquiry for computer parts and components. E.S.B. 41473/65.
(234/65) Visits of buyers. E.S.B. 6377/65.
(235/65) Inquiry for metric nuts and bolts. E.S.B. 42156/65.
(236/63) Inquiry for copper tubing. E.S.B. 42417/65.
(236/65) Inquiry for motorcycle tyres and accessories. E.S.B. 42448/65.

Venezuela
(231/65) Agency inquiry for luggage hardware. E.S.B. 41600/65.
(231/65) Agency inquiry for plastics machinery components. E.S.B. 41744/65.

Yugoslavia/USSR
(234/65) Trade Agreement. C.R.E. 5515/2/G.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of November 26 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page viii of November 26 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Business visit to Libya

Squadron Leader B. Goodale, export manager of Aveley Electric Ltd., South Ockenden, Essex, arrived in Tripoli on November 15 to seek agents for the firm's laboratory equipment and electronic instruments. Squadron Leader Goodale is also representing a number of other British firms.

Export sales drive

During the next 10 months sales engineers and executives of David Brown Industries Ltd., will spend between them an aggregate of 65 weeks covering some 150,000 miles seeking new export business in more than 20 countries.

This will be part of an intensified export sales drive, and is in addition to normal overseas visits by other David Brown personnel. Countries to be covered include France, Belgium, Holland, West and East Germany, Switzerland, Italy, Austria, Spain, Portugal, Greece, Turkey, Finland, Sweden, Norway, Denmark, Yugoslavia, Czechoslovakia, Hungary, Poland, Eire, United States, Canada and South Africa.

David Brown Industries Ltd., (a subsidiary of the David Brown Corporation) claim that during the past three years their export sales have increased substantially, reaching a record total last year of nearly £2 million.

Perfumer visits Japan

Mr. B. H. Kingston, a senior perfumer at Proprietary Perfumes Limited, Ashford, Kent, is visiting Japan until December 10. Mr. Kingston will spend almost a month visiting Tokyo, Osaka and a number of the regions of Japan producing essential oils.

The purpose of his visit, which began on November 17 is to introduce and advise on the use of PPL's range of perfumery ingredients and to make a technical study of the perfumery materials available in Japan. This second aspect is of special interest to him, since Japan's natural perfumery resources are not widely known. Besides undertaking this special study, Mr. Kingston will be meeting members of many of Japan's leading perfumery houses.

During his tour, he will be accompanied by Mr. R. C. B. King, PPL's overseas manager, and the Japanese consultant, Mr. Hirotaro Tsutsui.

Five-country sales tour

Mr. T. R. Bevan, sales director of Bowyers (Wiltshire) Ltd., is at present on a five-country sales tour. Company research has shown that promising export potential exists in Europe for Bowyers' canned meats and frozen sausages. The tour takes in Germany, France, Italy, Spain, Gibraltar, the Canary Islands and Tangier.

Bowyers already have an interest in a manufactured meat product concern in Barcelona, Spain, which will help support the group's sales in that part of Europe.

Wine shippers' tour of West Indies

Mr. Harold Yates, export director of Coleman and Co. Ltd., wine shippers, Norwich, left London on November 15 for a three-weeks tour of the Caribbean. Mr. Yates will be calling on agents and customers in Bermuda, the Bahamas, Jamaica, Antigua. Barbados, Trinidad and British Guiana. The object of the journey is to renew acquaintance with agents and customers made during a previous visit two years ago and to review sales plans so as to further increase the business already transacted by the company in the West Indies.

African tour

Mr. J. E. C. Bailey, a director of Derbyshire Stone Limited, and chairman and managing director of the Baird and Tatlock Group of Companies, left the United Kingdom on November 21, to visit branches and agents in East, Central and South Africa. Mr. Bailey hopes to return on December 11.

World business tour

Mr. Leslie Nye, deputy general manager of Equipment Comparison Ltd., London, is to arrive in Beirut on December 1 to begin a world tour which he expects to complete in June of next year. Mr. Nye expects to visit Lebanon, India, Singapore, Thailand, Hong Kong, Japan, Australia, New Zealand, Mexico, Bahamas and Canada. The purpose of his journey is to enrol subscribers to the company's trade and information files. Equipment Comparison Ltd. compares equipment – at present, office equipment only – and evaluates it on behalf of subscribers.

Export opportunities in Africa

Mr. R. G. Terry, export director of South Wales Switchgear Limited, left the United Kingdom on November 15, for a three-weeks' tour of East and Central Africa, where he will be examining export opportunities and talking to agents and representatives.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 *Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from* 9.30 *a.m. to* 5.30 *p.m. Monday to Friday.*

Sports goods for North and Central America

Mr. O. H. Waring, export director of Grampian Sports Ltd., London, left on November 8 for a six weeks tour of Canada and the United States. The purpose of the trip is to review and consolidate the Group's existing distributive arrangements in the United States and also to survey the Canadian, American and Mexican markets for other ranges of sports goods. The Grampian Sports Group comprises Millard Brothers, Ltd., of Motherwell, Mitre Sports of Huddersfield and Ben Sayers Ltd., North Berwick.

Director's Canadian tour

Mr. George Turnbull, director and general manager of Standard-Triumph International Limited, flew to Canada on November 14, with a view to increasing sales of Triumph cars in this market. Mr. Alan Millar, director and general manager of Leyland-Triumph Motors Canada Ltd., will be escorting Mr. Turnbull who will be accompanied by Mr. J. B. Reardan, sales administration manager from Coventry.

Mr. Turnbull said before leaving: 'We hope to double our sales within the next 12 months, and I am making this trip to see for myself the problems confronting our Canadian Subsidiary Company.

European industrial and marine exports tour

Graviner (Colnbrook) Limited sales engineers have embarked on a 2,000-mile tour of Northern European countries to demonstrate equipment which is produced by the company's Industrial and Marine Division. This tour has been organized in conjunction with the Graviner agents and representatives in these countries with the object of affording an opportunity to potential users, and other interested parties, to see and discuss Graviner equipment and to enable the company to explore new export markets on the spot.

Seven cities and towns in Norway, Sweden, Denmark, The Netherlands and West Germany will be covered in about six weeks. At each stop about 100 invited guests are expected to visit the display.

Mission to Poland

Mr. K. J. C. May, of Guest Industrials Ltd., London, is leading a small group of machine tool manufacturers which left London on November 8 for a visit to Poland. Mr. May, who is Chairman of the Polish Section of the London Chamber of Commerce, says that the purpose of the visit is to discuss at high level the wider issues governing not only the immediate problems of Anglo-Polish trade, but also such features as forward planning finance, technological development, technical and commercial co-operation and the contributions that can be made from both sides. The commencement of the 1966-1970 Po'ish Five-Year Plan gives priority to the development of their engineering industry and it is hoped that their requirements of sophisticated machine tools will be met by the British machine tool industry.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Russian order for pumps

Hayward Tyler and Co. Ltd. of Luton and East Kilbride (Stone-Platt Group), have received a £46,500 order from Russia for their glandless electrical pumps. This order was secured by a member of the company's export sales department from Machinoimport, one of the official Soviet purchasing organizations, during a recent visit to Moscow. It is the second substantial order to be placed with Hayward Tyler by this organization.

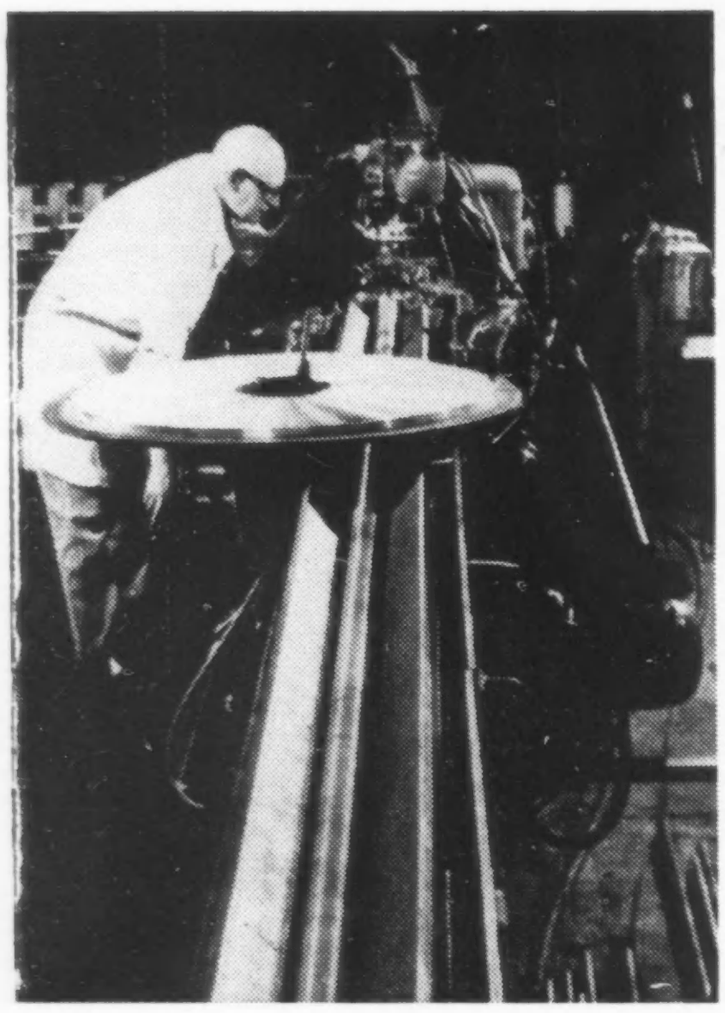
Prestige order to Algiers

A prestige consignment of frozen smoked salmon and kippers, worth more than £800, has been flown to Algiers for the Afro-Asian Congress by Ross International, the overseas marketing organization of the £30 million Ross Group food company.

Ross International, who export frozen foods to 50 countries, have flown prestige type orders to several countries in the past including Dover soles to the United States and seafood delicacies to the Orient.

Second Polish forging press order

Davy and United Engineering Company Limited, a member of the Davy-Ashmore Group, has received a second order for a forging press from Metalexport of Warsaw. The second press will again be installed at Jacklady Mecaniczme 'Ursus', a factory near Warsaw.



Fin winding machines of this type are being supplied by Howell and Co. Ltd., Sheffield, to tube manufacturers, Tubos Forjados S.A., Bilbao, who will produce HOWCO-FIN extended surface tube under licence for use in Spain. The tube is used widely in heat exchangers, particularly in the oil, chemical and petrochemical industries.

Livestock weighers for Japan

Mr. R. E. Tipton, export executive director, of Gascoignes (Reading) Limited, announces that, following the successful exhibition of a selection of Gascoignes' milking and agricultural equipment at the recent British Trade Fair in Tokyo, the exhibits were then shown at agricultural centres throughout Japan – including the important north island of Hokkaido. A Japanese agency for Gascoignes has been established, personnel have been trained at Reading and the first substantial orders for livestock weighers for cattle, calves, pigs and weaner pigs have been received.

£112,000 Venezuelan contract

A contract worth nearly £112,000 has been obtained by W. H. A. Robertson and Co. Ltd., Bedford, a TI engineering company, from Pedro Baptiste CA of Caracas, Venezuela, for a complete installation for the continuous production of welded steel tube. The order was won in face of keen international competition.

Trucks for Ghana

An order worth £217,840 for 156 trucks for the Ghana National Trading Corporation has been won by Dodge Brothers (Britain) Ltd.

A handshake between Mr. John Clark (left), managing director and chief executive of The Plessey Company, and Mr. C. A. Male (right), general manager of the Hong Kong Telephone Company, clinches a £1.2 million export contract for Plessey telephone equipment.

Inquiries for anti-corrosion paint

The makers of the 'Rust-Anode' range of marine and industrial anti-corrosion paint systems, C. and P. Development (London) Ltd., have received a number of overseas inquiries for their products and a bulk supply has been sent to a Norwegian shipping line. Both one-pack and two-pack formulae will be produced for the time being.

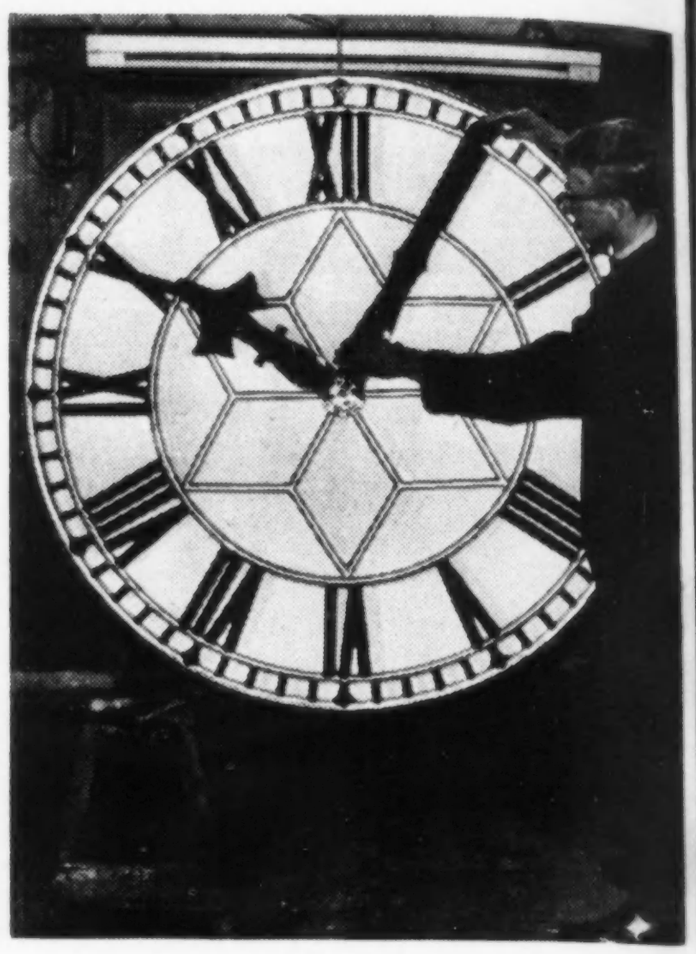
Fire-fighting equipment for Swedish liner

Angus Fire Armour have received a £20.000 order to supply the 'Kungsholm', being built at Clydebank by John Brown, with fire-fighting and breathing equipment. Some of the equipment is being supplied in conjunction with the Angus associate company, Angus-Reddaway Co. AB of Stockholm.

Malaysia bank contract

Chubb and Son's Lock and Safe Co. Ltd. have been awarded a contract for the provision of security installations to the Bank Negara, Malaysia – the Central Bank of Malaysia. The company claims that this is their 30th state bank's contract since World War II.

Chubb have also been awarded a £13,000 contract for the installation of security equipment at the Asmara branch of a major commercial banking organization in Ethiopia.



An unusual export, being shipped from Derby, is a three-quarter-hundredweight tower clock with one five-foot diameter face, bound for the village of Akyab in Burma. Made by John Smith and Sons Ltd., the clock will replace one damaged in the 1939-45 War. Although the original movement is beyond repair, three faces of the old clock remain intact. The Derby company has, therefore, specially cast one face to match the existing three, and it is decorated with beaten gold.

Photo: Raymond News Agency, Derby.

£110,000 forging plant order from China

B. and S. Massey Ltd., of Openshaw, Manchester, have arranged to supply through the China National Machinery Import and Export Corporation, a connecting rod forging production line. The total value of the order exceeds £110,000.

£2,954,000 Uganda hospitals contract

The Mowlem Construction Company has been awarded a £2,954,000 contract by the Government of Uganda for the construction and equipment of 11 rural hospitals.

Big equipment order from Spain

Wright Rain Ltd., of Ringwood, Hants, has received an order for equipment worth £80,000 from Spain. Items include 30,000 sprinkler heads and 300 irrigation pumps.

£30,000 transformer Bushing order

An order worth approximately £30,000 has been won by The Bushing Co. Ltd., of Hebburn, for 45 of their transformer bushings for use on 'English Electric' transformers ordered by the Bonneville Power Authority in the United States.

Air conditioning of Jordan worsted mill

Drysys Equipment Limited, the export subsidiary of the Carrier Engineering Company Limited, London, has installed the air conditioning for the first worsted weaving mill to be built in Jordan – the Jordan Worsted Mills Company Limited, at Amman. The contract is worth approximately £40,000.

£300,000 Australian contract

A flying shear worth £300,000 has been shipped to Australia by W. H. A. Robertson & Co. Ltd., a TI Company. The shear will be installed at the Australian Iron and Steel Company, Port Kembla, and will be in use by February 1966.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
62/65	To determine the method of operation of the European Development Fund	1s. 3d.
91/65	Adjusting and laying down, for the period from July 1 to September 30, 1965, sluice-gate prices for farmyard poultry eggs and live and slaughtered poultry, and laying down the amount of levies on poultry eggs in shell, live poultry not exceeding 185 grammes weight per head and slaughtered poultry imported from third countries	9d.
97/65	To determine afresh the alterations to the levies chargeable on certain dairy products, and to revoke Regulation No. 154/64	9d.
98/65	To amend Regulation No. 96/63 fixing the supplementary amount of the levy in the pig meat sector	9d.

Colouring matter in foodstuffs

IN OCTOBER 1962 the Council of the European Economic Community agreed a Directive on the matter of colouring materials permitted to be used in the foodstuffs trade within the European Economic Community. An unofficial translation of this Directive was published in the *Board of Trade Journal* of December 7, 1962 (pages 1184-1188).

The *Journal Officiel des Communautés Européennes* of October 26, 1965, contains a Directive amending the original Directive. An unofficial translation is given below. Attention is drawn to the fact that the only authentic texts are those in the four languages of the European Economic Community.

EUROPEAN ECONOMIC COMMUNITY
THE COUNCIL
DIRECTIVE BY THE COUNCIL
of October 25, 1965

Amending the Directive by the Council on the approximation of the regulations of Member States relating to colouring materials which may be used in foodstuffs.

(65/469/CEE)

THE COUNCIL OF THE EUROPEAN ECONOMIC COMMUNITY

Having regard to the Treaty establishing the European Economic Community, and in particular Article 100 thereof,

Having regard to the proposal of the Commission,

Having regard to the opinion of the European Parliament (1),

Having regard to the opinion of the Economic and Social Committee (2),

Whereas the Directive by the Council, dated October 23, 1962, on the approximation of the regulations of Member States relating to colouring materials which may be used in foodstuffs intended for human consumption (3) must be supplemented and amended; whereas in particular the studies being made to reach an exact evaluation of the colouring materials listed in Annex II to the Directive of October 23, 1962. cannot be completed within the period of three years from the date of notification of the Directive laid down in Article 2 and whereas therefore it is essential to extend the said period until December 31, 1966;

Whereas the enforcement of the general criteria of purity laid down in Annex III, Section A, Paragraph 1, Sub-paragraph (a) of the Directive of October 23, 1962, is encountering grave difficulties with regard to lead content in certain Member States; whereas consequently the Member States should be allowed to authorize colouring materials which do not conform to those criteria to be used in foodstuffs until December 31, 1966;

Whereas the definition of caramel as laid down in Annex I to the Directive of October 23, 1962, would result in its being no longer possible to use certain varieties of that product for colouring foodstuffs; whereas that exclusion is not justified since those products are not injurious to human health if their composition conforms to certain specific criteria of purity;

Whereas products which are also without danger to human health and which are in current use were omitted from the list of carotenoids and xanthophylls and from that of the products authorized for diluting or dissolving colouring materials;

(1) JO No. 117 of November 6, 1964, page 2819/64.
(2) JO No. 63 of April 13, 1965, page 965/65.
(3) JO No. 115 of November 11, 1962, page 2645/62.

Whereas lastly orcein as defined in Annex 1 to the Directive of October 23, 1962, is not a colouring material in current use; whereas, on the other hand, sulphonated orcein is in current use in certain Member States for colouring foodstuffs; whereas those Member States should be allowed temporarily to keep their regulations on this last product in accordance with the provisions laid down for products which are the subject of Article 2 of the Directive of October 23, 1962,

HAS ADOPTED THE PRESENT DIRECTIVE:

Article 1

1. Article 2 of the Directive by the Council of October 23, 1962, herein after referred to as the 'Directive', shall be amended as follows:

'*Article* 2

1. Until December 31, 1966, Member States may maintain the provisions of existing national regulations relating to the colouring materials listed in **Annex II**.

2. Before the date laid down in Paragraph 1, the Council may, in accordance with the provisions of Article 100 of the Treaty, decide on a proposal for a Directive aimed at authorizing those colouring materials. The authorization may only be given if scientific research has proved the harmlessness of those materials for health and if their use is necessary from the economic point of view. The provisions of Article 12 shall apply if the Council has not come to a conclusion before the date laid down in Paragraph 1.'

2. The list of products appearing in Article 6 of the Directive shall be supplemented by the inclusion of the following products:

'Citric Acid
Tartaric Acid
Lactic Acid
Gelatin
Pectins
Alginates of ammonium, sodium or potassium
Esters of L-ascorbic acid with the C_{14}, C_{16} and C_{18} straight-chain fatty acids (authorized exclusively for the colouring materials listed in Annex I Nos. E.160 and E.161).'

3. The text of Article 8 of the Directive shall become Article 8, Paragraph 1. That article shall be supplemented by Paragraph 2 as follows:

'2. By way of exception to the provisions of Paragraph 1, Member States may authorize the colouring materials listed in **Annex I**, which do not conform to the general criteria of purity laid down in Annex III, Section A, Item 1 under (a) with regard to lead

(*Continued on next page*)

EEC, *continued*

content, to be used until December 31, 1966, at the latest.'

4. Article 12, Paragraph 2 of the Directive shall be amended as follows:

'2. In case of the application of Article 2, Paragraph 2 last sentence, the date laid down in Article 2, Paragraph 1 shall be substituted for that of the notification referred to in the previous paragraph.'

Article 2

The following amendments shall be made to Annex I to the Directive:

E.141

In the 'C.I.' column insert the number '75,810.'

E150

The text appearing in the 'Chemical Name or Description' column shall be worded as follows:

'Product obtained solely by heating sucrose or other sugars or amorphous products of a brown colouring, which are soluble in water and obtained by the controlled action of heat on sugars in the presence of one or more of the following chemical compounds:
– Acetic, citric, phosphoric, sulphuric and sulphurous acids and sulphur dioxide;
– The hydroxides of ammonium, sodium and potassium and ammonia gas;
– The carbonates, phosphates, sulphates and sulphites of ammonium, sodium and potassium.'

E.160

Under (a):
– In the 'Schultz' column insert the number '1,403';
– In the 'C.I.' column insert the numbers '(1,249a)' and '75,130';
– In the 'D.F.G.' column insert the number '108';
– The column 'Chemical Name or Description' should read: 'Products in which the trans forms predominate'.

Under (b):
– In the 'Schultz' column insert the number '1,387';
– In the 'C.I.' column insert the numbers '(1,241)' and '75,120';
– In the 'D.F.G.' column insert the number '109'.

Under (d):
– In the 'C.I.' column insert the number '75,125';
– The column 'Chemical Name or Description' should read 'Products in which the trans forms predominate'.

After (d) add the following items:

Usual Name	Schultz	C.I.	D.F.G.	Chemical Name or Description
(e) β-Apo-2-carotenal (C 30)	–	–	–	Products in which the trans forms predominate
(f) Ethyl β-apo-2-carotenate	–	–	–	Products in which the trans forms predominate

E.161

This column 'Chemical Name or Description' should read:
'Xanthophylls are the ketonic and/or hydroxylic derivatives of carotenes'.

Under (d) in the 'C.I.' column insert the number '75,135'.

After (f) add the following item: '(g) Canthaxanthin'.

E.163

In the column 'Chemical Name or Description' the last sub-paragraph should read as follows:

'Anthocyanins can only be obtained from edible fruits or vegetables such as strawberries, mulberries, cherries, plums, raspberries, blackberries, blackcurrants, redcurrants, red cabbage, red onions, cranberries, bilberries, aubergines, grapes and elderberries.'

E.172

In the 'Schultz' column the numbers '1,276' and '1,311' are abolished.

Article 3

The following colouring material shall be added to those listed in Annex II Section I of the Directive:

Usual Name	Schultz	C.I.	D.F.G.	Chemical Name or Description
Sulphonated orcein	–	1,758	–	Calcium salt of orcein sulphonic acid

Article 4

The following amendments shall be made to Annex III of the Directive:
– The first sub-paragraph of Section A shall be replaced by the following:
'Apart from any exceptions provided for in the specified criteria in Section B below, the colouring materials shown in Annex I must comply with the following criteria of purity:'
– After No. E.141 add the following:

'E.150 – Caramel

Ammonia Nitrogen .	Not more than 0·5% determined by the Tillmans-Mildner method (1)
Sulphur Dioxide .	Not more than 0·1% determined by the Monier-Williams E.W. method (2)
pH	Equal to or exceeding 1·8
Phosphates . . .	Not more than 0·5% expressed as P_2O_5'

– Under number E.181, replace the words 'calculated as' by the words 'expressed as'.

Article 5

Member States shall amend their Laws in accordance with the above provisions so that the new provisions may be applied at the latest on December 31, 1966, to colouring materials and foodstuffs put on the market.

Article 6

The present Directive is addressed to the Member States.

Done at Brussels, October 25, 1965.

By the Council
The President,
E. COLOMBO.

(1) Beythien - Diemair, Laboratoriumsbuch, 7th edition, page 151.
(2) 'Determination of sulphurdioxide in foods', Dept. Public Health and Med. Subjects. No. 48, Ministry of Health, London, 1927.

FRANCE

Customs procedure for goods in transit

CASES HAVE arisen recently where British businessmen, intending to transit France by private car with samples of their products, have experienced difficulty at the French Customs post on arrival in France.

These cases of difficulty have served to re-emphasize that all travellers should, in their own interest, declare without ambiguity (even though they may believe that they have not been asked to make a full declaration) all that they carry with them and not only those items which their own appreciation of dutiability suggests to them. It must be remembered that a declaration is obligatory even if the goods in question will be in France for only an hour or two. It is also important that the correct documentation procedures should be followed, and to note that customs clearance of commercial goods can only be completed during scheduled office hours, even when the special carnets mentioned below are used. The following notes are intended to provide outline guidance only.

GOODS

D.15 is used for *goods in transit*. A deposit of the amount of duties and taxes due is made at the time of entry and is refunded when the goods leave French Territory. The form is completed at the time of entry into France but because of its technicalities and since a traveller's knowledge of French is frequently limited, it is usual practice for the customs to ask for the form to be completed with the help of a customs broker or shipping agent. This, of course, entails payment of commission to the agent. A banker's guarantee would be accepted as an alternative to the deposit.

Since the formalities may also be time consuming, travellers with *samples which will be returned to Britain*, whatever their value, would be well advised to use a commercial samples, (ECS) carnet; form D.15 is not then required. Similarly, *goods for exhibitions and fairs* and *professional equipment* may obtain *temporary duty free admission* into France under a temporary admission, (ATA) carnet. These carnets may be obtained in Britain from the London Chamber of Commerce, 69 Cannon Street, E.C.4, and certain other key provincial Chambers of Commerce, who can provide full details. A fee is charged for the issue of the carnets.

There are certain classes of goods which are not allowed in transit, principally (i) narcotics and articles which do not conform to public health regulations, (ii) printed matter which infringes copyright laws, and (iii) goods contravening the French marking regulations, e.g. certain foodstuffs must be marked with the country of origin, and any article which bears any word, symbol or other mark, which may give the misleading impression that it was made in France. The import of pharmaceuticals and goods such as medicated soaps, toothpaste and dietary specialities is also generally prohibited except with the prior permission of the French authorities. In the case of pharmaceutical products etc. and any goods which are likely to be regarded by the Customs authorities as pharmaceutical products etc. prior permission for transit should be obtained from the Ministerè de le Santé Publique et de la Population, Service Central de la Pharmacie, 9, avenue de Lowendal, Paris 7e. In the case of biological serums, vaccines and goods of the same description, intended for veterinary use, prior per-

mission should be obtained from the Ministerè de l'Agriculture, Service Vétérinaire, 3 rue Barbet-de-Jouy, Paris 7e.

VEHICLES

Normally, a private motor-car is allowed to transit France without formality, if the car is registered abroad. A certificate of registration (log book), driving licence and GB plates are necessary. On arrival in France the driver must present to the Customs an international motor insurance card (green card) or other document stating that the vehicle is insured for French territory; otherwise the driver must obtain from the Customs an 'assurance frontiere' which is valid for two, seven or twenty-one days. Travellers should also note that while private passenger cars carrying samples which satisfy the above conditions are usually allowed to enter France without formality, it could be the case, if the car was carrying goods with a substantial commercial value, that the regulations concerning the entry of commercial vehicles might be deemed to apply. Such vehicles require special authority to enter France and application for this should be made well in advance of the vehicle's entry to l'Ingénieur en Chef des Pont et Chaussées, Contrôle et Co-ordination des Transports Routiers, 32 Avenue Claude-Vellefaux, Paris 10. Application forms, which must be completed in French and should be accompanied by a self-addressed envelope and international postal reply coupon, may be obtained from the AA or the RAC.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

Global quota for dried figs

THE FRENCH *Journal Officiel* of November 21, announced the opening of a supplementary quota to quota No. 106 for the import of dried figs, not put up for retail sale, in packages of 10 kg. nett or more (Tariff No. 08-03 B ex I). Details of this quota appeared in the *Board of Trade Journal* dated July 30, page 265.

It has been decided that this supplementary tonnage will be distributed by increasing the quantities allotted following the previous notice.

Importers who have already obtained import licences are invited to present them by December 10, at the latest, to the Service des autorisations commerciales, 8, rue de la Tour-des-Dames, Paris, 9e, in order to obtain an increase in the quantities which they are allowed to import.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

IRISH REPUBLIC

Remission of special import levy on goods of Northern Ireland origin

THE Irish Republic Authorities have announced that the Minister for Industry and Commerce has issued a general licence with effect from November 26, 1965, authorizing the importation without payment of Special Import Levy of the following goods subject to the conditions set out in paragraph 2 below:

A Articles, other than manufactured tobacco, shown to the satisfaction of the Revenue Commissioners to have been manufactured in Northern Ireland and to have a total proportion of value which is the result of labour within Northern Ireland of not less than 25 per cent, and

B Manufactured tobacco (Tariff heading No. 24.02) shown to the satisfaction of the Revenue Commissioners to have been manufactured in Northern Ireland from materials not falling in Tariff heading No. 24.02.

2. CONDITIONS. – To qualify for importation without payment of Special Import Levy under the terms of the general licence the following conditions must be fulfilled:
   1. The articles shall be consigned from Northern Ireland.
   2. Where a number of separate articles are included in one parcel or shipment, each and every article shall be considered separately.
   3. The total value of an article shall be its cost to the manufacturer at the factory or works, and shall include the value of containers and other forms of interior packing ordinarily sold with the article when it is sold retail, but shall not include the manufacturer's or exporter's profits or the cost of exterior packing, carriage to land frontier or port and other charges incidental to the export of the goods subsequent to their manufacture.
   4. There may be included under the head of labour the cost to the manufacturer of any materials of purely Northern Ireland origin entering into the composition of the article (including the interior packing specified in the foregoing sub-paragraph), the cost of manufacture, including wages, factory overhead charges, and the cost of the labour of packing for retail sale.
   5. The following may not be included in the proportion of value which is the result of Northern Ireland labour, namely, any materials or interior packings not entirely of Northern Ireland origin, manufacturer's profit or the profit or remuneration of any trader, agent, broker or other person dealing in the article in its finished condition, the expenses of placing the goods in outside packages for export, and the cost of such packages, transportation charges, insurance and any other charges for service after the goods leave the place of production or manufacture.
   6. A Certificate of Origin on Form Cu 120B (suitably amended in the case of manufactured tobacco) shall be furnished in respect of the articles, save where this requirement is waived by the Revenue Commissioners.
   7. The manufacturer shall undertake to produce his books and accounts for inspection if and when required by an official nominated by the Revenue Commissioners, for the purpose of verifying the particulars in the Certificate of Origin.
3. ENTRY. – The relevant customs entry or postal declaration form should be clearly noted 'Imported under General S.I.L. Licence'.

RHODESIA

Customs tariff changes

THE CUSTOMS AND EXCISE (Tariff) (Amendment) Notice, 1965 (No. 9), published on November 16, amends the Rhodesian Customs Tariff as follows:

PART II
(Britain pays the Column D rate of duty)

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
48	By the repeal of the item and by the substitution of:				
	48. (1) Ale, beer and stout, all kinds, of strength exceeding 3% of proof spirit per imp. gal.	£0 12s. 4d.	£0 9s. 8d.	£0 9s. 8d.	£0 9s. 0d.
	(2) Cider and perry, all kinds, of strength exceeding 3% of proof spirit per imp. gal.	£0 3s. 4d.	£0 2s. 8d.	£0 2s. 8d.	£0 1s. 4d.
49	By the repeal of the item and by the substitution of:				
	49. Beverages, not exceeding 3% of proof spirit:				
	(a) Fruit juices, cordials and syrups:				
	(i) Unsweetened lime juice, full pulp, settled or filtered, not being further processed than by the addition of preservative: unsweetened blackcurrant juice: in bulk . . *ad val.*	30%	20%	20%	10%
	(ii) Other . *ad val.*	50%	40%	40%	30%
	(b) Other kinds, n.e.e. *ad val.*	50%	40%	40%	30%
50	By the repeal of the item and by the substitution of:				
	50. Spirits:				
	(a) (i) Liqueuers, cordials and mixed potable spirits (except bitters) exceeding 3% of proof spirit per imp. prf. gal.	£9 1s. 10d.	£7 13s. 6d.	£7 13s. 6d.	£7 13s. 6d.
	(ii) Bitters per imp. gal.	£3 10s. 0d.	£2 8s. 0d.	£2 5s. 0d.	£2 5s. 0d.
	(b) Other spirituous liquors, exceeding 3% of proof spirit, n.e.e.:				
	(i) Brandy per imp. prf. gal.	£9 1s. 10d.	£7 13s. 6d.	£7 13s. 6d.	£7 13s. 6d.
	(ii) Gin . per imp. prf. gal.	£9 1s. 10d.	£7 13s. 6d.	£7 13s. 6d.	£7 13s. 6d.

(*Continued on next page*)

'Hints to Business Men' visiting Poland and Rumania

REVISED EDITIONS of the booklets on Poland and The Socialist Republic of Rumania have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

RHODESIA, *continued*

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
	(iii) Whisky per imp. prf. gal.	£9 1s. 10d.	£7 13s. 6d.	£7 13s. 6d.	£7 13s. 6d.
	(iv) Other per imp. prf. gal.	£9 1s. 10d.	£7 13s. 6d.	£7 13s. 6d.	£7 13s. 6d.
	(c) Plain or rectified spirits per imp. prf. gal.	£9 1s. 10d.	£7 13s. 6d.	£7 13s. 6d.	£7 13s. 6d.
	(d) Rum . per imp. prf. gal.	£9 15s. 2d.	£7 16s. 6d.	£7 13s. 6d.	£7 13s. 6d.
	(e) Methylated spirits, exceeding 3% of proof spirit:				
	(i) Coloured methylated spiritsper imp. prf. gal.	£0 2s. 0d.	£0 1s. 3d.	£0 1s. 3d.	£0 1s. 3d.
	(ii) Other per imp. prf. gal.	£9 1s. 10d.	£7 13s. 6d.	£7 13s. 6d.	£7 13s. 6d.
	NOTES: (1) For the purpose of paragraphs (b) and (d) of this item no allowance will be made for underproof in excess of 22%. (2) Coloured methylated spirits means unsweetened and unflavoured spirits methylated by such means as may be prescribed by regulation for the preparation of coloured methylated spirits produced within Rhodesia to every hundred gallons of which has been added three-eighths of one gallon of mineral naphtha (petroleum oil) and not less than one-fortieth of an ounce by weight of powdered methyl violet dye.				
52	By the repeal of the item and by the substitution of:				
	52. Wines:				
	(a) Still wines, not exceeding 25% of proof spirit per imp. gal.	£1 1s. 0d.	£0 17s. 0d.	£0 17s. 0d.	£0 17s. 0d.
	(b) Still wines, exceeding 25% of proof spirit, but not exceeding 50% per imp. gal.	£1 8s. 0d.	£1 2s. 0d.	£1 2s. 0d.	£1 2s. 0d.
	(c) Sparkling wines per imp. gal.	£2 2s. 0d.	£1 12s. 0d.	£1 12s. 0d.	£1 12s. 0d.
	NOTES: (1) Wines containing less than 3% of proof spirit are not included in the above, and wines containing more than 50% of proof spirit are classified as spirits. (2) Wines having an absolute gaseous pressure exceeding 50 pounds per square inch at a temperature of 80° Fahrenheit and wines having an absolute gaseous pressure of 50 pounds per square inch or less at a temperature of 80° Fahrenheit shall be classified as sparkling wines and still wines respectively.				
53	By the repeal of the item and by the substitution of:				
	53. Cigars and cigarillos per lb. and in addition *ad val.*	£0 14s. 0d. 15%	£0 12s. 0d. 15%	£0 12s. 0d. 15%	£0 10s. 0d. 15%
54	By the repeal of the item and by the substitution of:				
	54. Cigarettes . . per lb. and in addition *ad val.*	£0 19s. 6d. 15%	£0 17s. 6d. 15%	£0 17s. 6d. 15%	£0 17s. 6d. 15%
55	By the repeal of the item and by the substitution of:				
	55. Goorak, or gooracco, and hookah mixtures, and all imitations or substitutes therefor or for tobacco . per lb.	£0 9s. 6d.	£0 7s. 6d.	£0 7s. 6d.	£0 7s. 6d.
57	By the repeal of the item and by the substitution of:				
	57. Tobacco, manufactured:				
	(a) Cigarette . per lb.	£0 14s. 6d.	£0 12s. 6d.	£0 12s. 6d.	£0 12s. 6d.
	(b) Other, n.e.e. . per lb.	£0 8s. 0d.	£0 6s. 0d.	£0 6s. 0d.	£0 6s. 0d.

A notice concerning Import licence control is published on page 1355 of this issue.

REPUBLIC OF SOUTH AFRICA

Import control - 1966

TELEGRAPHIC ADVICE has been received from the British Embassy, Pretoria, of an announcement by the Minister of Economic Affairs of the initial import quotas for 1966.

For the following goods the initial allocation will generally be the same as the initial quota for 1965:

1. Group B consumer goods.
2. Textile piecegoods imported by merchants.
3. Raw materials, other than textile piece-goods, imported by merchants.
4. Rice.
5. Agricultural wheeled tractors.
6. Plant and equipment with a free on board cost per individual item of not more than R1,000.

The initial allocations for 1965 for these goods were as follows:

Item 1 – 30 per cent of an importer's assessment basis.
Item 2 – 60 per cent of 1963 issues.
Item 3 – 75 per cent of permits issued in the first nine months of 1963.
Item 4 – 30 per cent of 1963 quotas.
Item 5 – 75 per cent of permits issued in the first nine months, for merchants.
Item 6 – Manufacturers got their full requirements subject to availability from local sources. Imports for stock were allowed up to 50 per cent of 1964 imports. Merchants were allowed 75 per cent of their permits for the first nine months of 1963.

For plant and equipment with a free on board cost per individual item of more than R1,000 and less than R5,000, permits will be calculated on a basis of 25 per cent by value of a merchant's imports for the private business sector during 1964, less 50 per cent of the in-store cost of all unsold and undelivered items as at November 1, 1965.

Initial allocations for consumer goods recently removed from the Free List and former category A goods will be 50 per cent of individual importers' actual importations in 1964.

Import arrangements for motor vehicles and for capital equipment with a free on board basis of more than R50,000 will continue unchanged, and permits for the import of raw materials by manufacturers for their own use will continue on the basis of four months' consumption.

A further notice will appear in the *Board of Trade Journal* when the South African *Government Gazette* containing full details of the import arrangements is received.

Customs tariff changes

GOVERNMENT NOTICES R1790, R1791 and R1792, published in the Republic of South Africa *Government Gazette* of November 19, set out the following amendments to the Republic's customs tariff:

Tariff Heading	Statistical Unit	Rate of Duty: General	MFN	Preferential
G.N.R1790				
29.44 By the insertion after sub-heading No. 29.44.10 of the following:				
29.44.20 Chloramphenicol and esters thereof	Unit	20% or 4,500c per kilogramme less 70% of the f.o.b. price		
30.03 By the substitution for sub-heading No. 30.03.20 of the following:				
30.03.20 With antibiotic basis:				
.10 Containing by weight more than 50% of chloramphenicol or esters thereof (excluding injections); capsules containing chloramphenicol or esters thereof .		20% or 4,500c per kilogramme less 70% of the f.o.b. price		
.90 Other		Free		
G.N.R1791 (With effect from May 7, 1965)				
40.02 By the substitution for sub-headings Nos. 40.02.10 and 40.02.90 of the following:				
40.02.10 Synthetic rubber latex; prevulcanized synthetic rubber latex	lb.	Free		
40.02.30 Synthetic rubber:				
.10 Polybutadiene-styrene containing not more than 38% by weight of styrene .	lb.	5c per lb.		
.90 Other	lb.	Free		
40.02.50 Factice derived from oils .	lb.	Free		
G.N.R1792				
76.03 By the substitution for the heading of the of the following:				
76.03 Wrought plates, sheets and strip, of aluminium:				
76.03.10 Flat plates, sheets and strip (excluding circles), not coiled:				
.10 Containing, by weight not more than 99·9% of aluminium, of a width not exceeding 64 in. and of a thickness of 0·012 in. or more and not more than 0·128 in. (excluding products containing by weight, more than: 0·5% of copper, or 1·6% of magnesium, or, 4·0% of silicon) .	lb.	15%		
.90 Other . . .	lb.	Free		
76.03.30 Plates, sheets and strip (not coiled), with a corrugated or other profile configuration:				

76.04

Tariff Heading	Statistical Unit	Rate of Duty		
		General	MFN	Preferential
.10 With a baked enamel finish, of a length exceeding 8 ft., a width not exceeding 12 in. and a thickness not exceeding 0·05 in. .	lb.	Free		
.20 Other containing, by weight, not more than 99·9% of aluminium, of a width not exceeding 36 in. .	lb.	15%		
.90 Other . . .	lb.	Free		
76.03.50 Coiled:				
·10 With a baked enamel finish, of a kind suitable for venetian blinds, awnings and the like, of a length of 400 ft. or more, a width not exceeding 12 in. and a thickness not exceeding 0·05 in.	lb.	Free		
·20 Other containing, by weight, not more than 99·9% of aluminium, of a width not exceeding 33 in. and of a thickness not exceeding 0·128 in. (excluding products containing, by weight, more than: 0·5% of copper, or 1·6% of magnesium, or, 4·0% of silicon) .	lb.	15%		
·90 Other . . .	lb.	Free		
76.03.80 Circles containing, by weight, not more than 99·9% of aluminium, of a diameter, not exceeding 48 in. and of a thickness not exceeding 0·25 in. (excluding products containing, by weight, more than: 0·5% of copper, or 1·6% of magnesium, or 4·0% of silicon). .	lb.	15%		
76.03.90 Other circles . .	lb.	Free		
76.04 By the substitution for sub-headings Nos. 76.04.10, 76.04.20 and 76.04.30 of the following:				
76.04.10 Foil of a thickness not exceeding 0·15 mm.:				
.10 Printed	lb.	20%		
.20 Unprinted . . .	lb.	15%		

Dumping duty

GOVERNMENT NOTICE R1794, published in the Republic of South Africa *Government Gazette* of November 19, amends Schedule No. 2 (Dumping Duty) to the Customs and Excise Act, 1964, as follows:

Items	Tariff Heading and Description	Rebate Item	Territories
206.02	By the substitution for paragraph (2) of tariff heading No. 29.14 of the following: (2) Sodium acetate	401	United Kingdom. W. Germany

NOTE: The effect of this amendment is to provide for the imposition of ordinary dumping duty, in addition to any other duty payable, on sodium acetate imported into the Republic from or originating in the United Kingdom. The dumping duty imposed also applies to imports of sodium acetate effected under rebate of duty facilities.

BRAZIL

Exchange reform

THE Brazilian Government has announced that as from November 16 the exchange rate for the cruzeiro will be 2,200 to the United States dollar (i.e. 6,160 to the pound) and that a 'new' cruzeiro equivalent to 1,000 old cruzeiros will be introduced some time in 1966. The following reforms which complement the devaluation have also been authorized, and as from November 24 the National Monetary Council will:

(i) eliminate the compulsory prior deposits for imports;
(ii) eliminate the financial levy of 10 per cent on imports;
(iii) eliminate the compulsory deposits on financial transfers;
(iv) reduce from 30 per cent to 15 per cent the surcharge on financial transfers – from 20 per cent to 10 per cent in the case of firms which undertake to stabilize their prices.

Zambia's first radio manufacturing plant, costing £250,000, is *being built on the outskirts of Livingstone. Owned by Supersonic Radio Zambia Ltd., a subsidiary of Standard Telephones and Cables Ltd., of London, the plant will be completed early in* 1966. *The photograph shows the President of the Republic, HE Dr. Kenneth Kaunda and Mr. Rex B. Grey, chairman of STC and of Supersonic Radio Zambia Ltd., at the laying of the foundation stone.*

JAMAICA

Export Industries Encouragement Law, 1956

THE FOLLOWING products have been declared approved products for the purposes of the Jamaican Export Industries Encouragement Law, 1956.

Perfume and other toilet preparations.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated October 8, 1965, page 867.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, P.O. Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel.: Abbey 7877, Ext. 2273).

VENEZUELA

Import regulations

THE British Embassy in Caracas has reported the publication by the Venezuelan Ministry of Finance of a resolution whereby the import duty on thoroughbred horses has been reduced with effect from the date of publication in the *Official Gazette*, namely November 16, 1965. Details are as follows:

Tariff Item No.	Description	Duty in Bolivars
		Each
921-01-01	Thoroughbred horses (2)	
921-01-01-1	Castrated (42)	10
921-01-01-2	Stallions, n.e.s.	10
921-01-01-3	Mares, n.e.s.	10

(2) The description thoroughbred shall apply only to pedigree animals.
(42) Importation subject to special health and inspection measures.

UNITED STATES

Textile Fibre Products Identification Act

IN THE *Board of Trade Journal* for August 6 and August 27, 1965, it was announced that the United States Federal Trade Commission were considering views submitted on a proposed new Rule 3 of the regulations under the Textile Fibre Products Identification Act in order to properly reflect an amendment to this Act, published as Public Law 89-35. The proposed amendment would 'specify the manner and form of disclosure of fibres present in amounts of less than 5 per cent where such fibres have a clearly established and definite functional significance.'

This new rule has now been published, together with amendments to other sections of the rules and regulations which the Federal Trade Commission has determined should be made in order to make such provisions consistent with paragraph (a) of the amended Rule 3. This rule will take effect on December 13, 1965.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

CANADA

Export control on copper

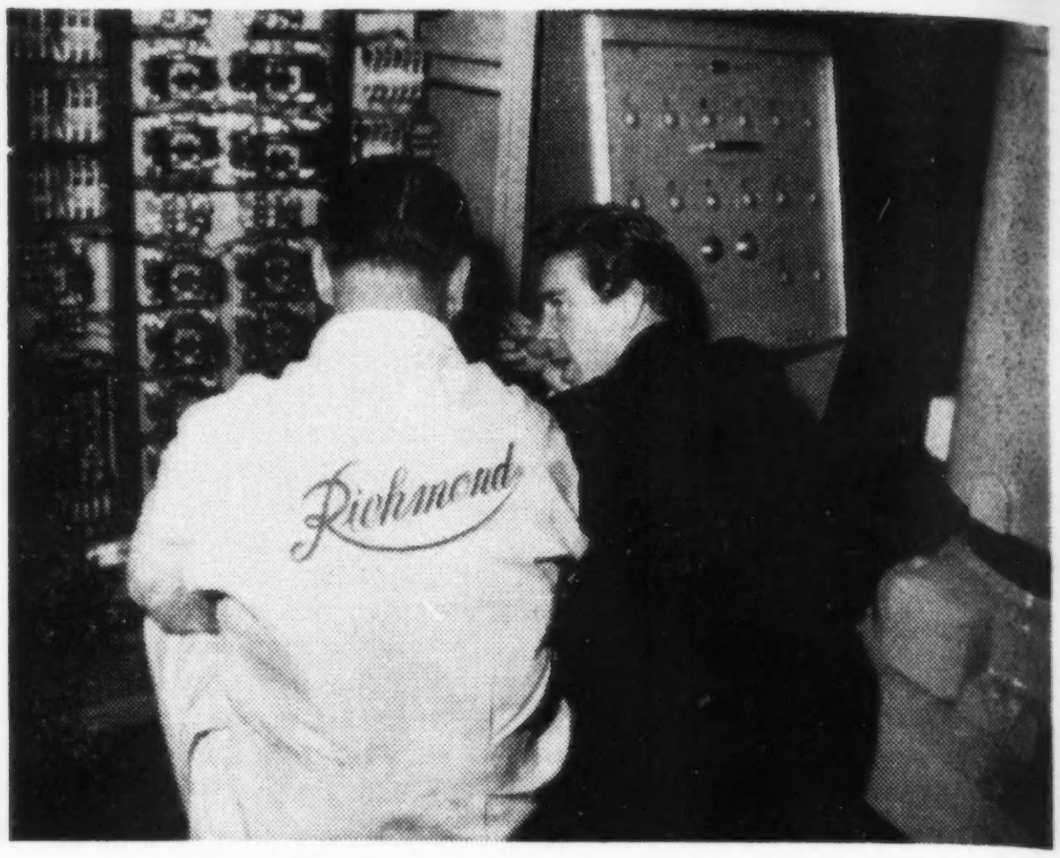
THE CANADIAN GOVERNMENT issued an Order-in-Council dated November 23 placing export control on Canadian copper ores, concentrates, matte, anodes, all refinery shapes, rolled copper rod, copper and copper base alloys in all mill forms, including wire mill products, secondary ingot and copper and copper base scrap. Copper ores and concentrates have, however, been placed on Open General Licence.

The control has been imposed to ensure supply for Canadian users and to assist in maintaining orderly marketing in a situation of growing world shortage. The Canadian Minister of Trade and Commerce stated that it is Canada's objective to continue to serve established foreign customers in all world markets.

CHILE

Temporary import concessions

HM EMBASSY in Santiago has reported that by Decree No. 2907 of the Ministry of Finance, which was promulgated in the *Official Gazette* on November 11, the customs duties and *ad valorem* tax on platinum catalysts for petroleum cracking plants (Customs Item No. 954) were suspended until December 11.



Lord Snowdon (right) visited the Richmond Machine Tool Company works at Hunslet, Leeds, shortly before leaving for the United States with HRH Princess Margaret. He was accompanied by technical advisers from the Council of Industrial Design, and was particularly interested in new machine tool designs which will shortly go into full production. During his tour of the works he operated the Richmond tape-controlled drilling machine, setting in motion a sequence to drill the names 'David' and 'Sarah' – the names of his two children – into two plastic panels. The Richmond company is a member of the 600 Group.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

Index to statistics published regularly in the Board of Trade Journal

A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	2 July 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	10 Sept. 1965
– final (Q)	8 Oct. 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	15 Oct. 1965
Catering trades turnover (M)	19 Nov. 1965
Chemical industries production (6-M)	This week
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
Income and finance (Q)	5 Nov. 1965
New companies registered (M)	26 Nov. 1965
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Oct. 1965
Production, exports and orders (M)	26 Nov. 1965
Film industry:	
British film fund agency returns (M)	19 Nov. 1965
Cinema admissions and takings (M)	19 Nov. 1965
Overseas payments and earnings (A)	25 Sept. 1964
Registrations of films (A)	29 Jan. 1965
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	5 Nov. 1965
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	3 Sept. 1965
Foreign trade of the UK:	
Trade by air (6-M)	12 Nov. 1965
Unit value and volume index nos. (M)	12 Nov. 1965
Value of overseas trade (M)	19 Nov. 1965
Gold and dollar reserves (M)	12 Nov. 1965
Hairdressing trades turnover (M)	19 Nov. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	19 Nov. 1965
Business (M)	12 Nov. 1965
Industrial building:	
Provisional figures (Q)	5 Nov. 1965
Industrial production:	
Index nos. (M)	26 Nov. 1965
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	24 Sept. 1965
Investments and overseas earnings (6-M)	2 April 1965
Laundries and dry cleaners turnover (M)	19 Nov. 1965
Machine tools deliveries and orders (M)	19 Nov. 1965
Motor industry:	
Car and commercial vehicle production (M)	26 Nov. 1965
Motor trades turnover (M)	This week
Nationalized industries overdrafts (M)	This week
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	This week
Retail prices index (M)	26 Nov. 1965
Retail trade:	
Index nos. (M)	12 Nov. 1965
N. Ireland index (M)	26 Nov. 1965
Shipping movement at UK ports (M)	29 Oct. 1965
Stocks:	
Manufacturers and distributors (Q)	8 Oct. 1965
Retail (M)	19 Nov. 1965
Textiles:	
Clothing and textile orders and deliveries (M)	19 Nov. 1965
Man-made fibres production (M)	This week
Wholesale houses sales (M)	19 Nov. 1965
Wool and cotton output (M)	19 Nov. 1965
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	8 Oct. 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	12 Nov. 1965

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	17 Sept. 1965
Board of Trade Regional Organization	26 Nov. 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	9 July 1965
British Commercial Representatives Overseas	26 Nov. 1965
Directory of Board of Trade Departments and their work	14 Aug. 1965
ECGD Local Offices	9 July 1965
Official Receivers' Offices	5 Nov. 1965
United States Consular Offices in the UK	14 Aug. 1965

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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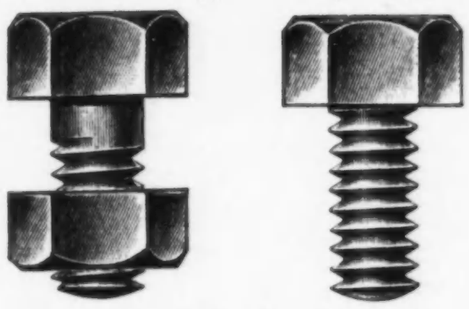

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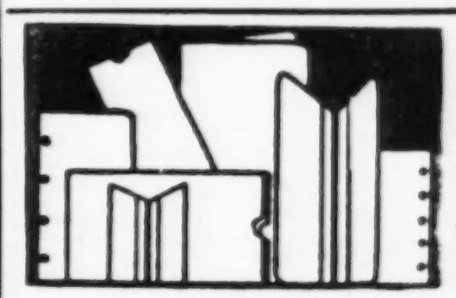

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RHODESIA

Import licence control

DETAILS have been received of amendments to the Rhodesia Open General Licence Regulations published in the *Board of Trade Journal* on November 12 (page 1194). The amendments have the effect of adding the following items to the list of goods which are permitted entry into Rhodesia without a specific import licence:

1. Goods exported directly to Rhodesia if they were despatched on or before November 4, 1965.
2. Goods despatched directly to Rhodesia after November 4, 1965 but before November 12, 1965, on production of satisfactory evidence that the importer and consignor had reason to believe at the time of despatch that the import of such goods into Rhodesia was permitted.
3. Goods not exceeding £10 in value for duty purposes unless in the opinion of an officer of the Department of Commerce and Excise such goods are part of a larger consignment of goods which has been broken down for the purpose of reducing the value for duty purposes of each individual consignment to £10 or less.
4. Rhodesia Railways dining car stock and aircraft bar stock.
5. Aircraft, road and rail transport vehicles, and tools, spares and equipment normally carried thereon, used by a transport undertaking licensed in terms of the Roads and Road Traffic Act.
6. Commercial documents of no commercial value.
7. Empty returns.
8. Goods imported for the exclusive use of the Government of any country other than Rhodesia.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

PUBLIC UTILITIES BOARD, SINGAPORE
JOHORE RIVER PROJECT CONTRACT No. 16 – SUPPLY OF CRANES

Tenders are invited for the supply and delivery C.I.F. Singapore Harbour of cranes for the Johore River Project. Cranes are required:

1. 10 ton capacity, electrical type, for location in the low lift pumping station.
2. 5 ton capacity, electrical type, for location in the high lift pumping station.
3. 5 ton capacity, manual type, for location in the workshop.

To obtain tender documents a crossed cheque for M$200 or the equivalent must be sent to the Consulting Engineers, Messrs. Binnie & Partners, Artillery House, Artillery Row, Westminster, London, S.W.1, who will issue the documents together with instructions for submission of the tenders.

The successful tenderer will be a nominated sub-Contractor to the main Contractor for the pumping plant, Hitachi Ltd., Tokyo, Japan.

Tender deposits will be returned to tenderers submitting a bona fide tender or to those returning the documents before the date for closing tenders.

Tenders close on 25th January, 1966.

The Board does not bind itself to accepting the lowest or any tender. The cost of tendering is not recoverable from the Board.

NYLON YARN FOR SALE. Approximately 820 lbs. 3¾ s/3 ply waste flax spun nylon yarn doubled with 2·5 turns per inch (S) direction. Treated Gentac GRS dipped and heat set. Wound two ends up on parallel sided cheese. Each cheese weighs approximately 19 ounces and contains approximately 1,200 yards of yarn. Also 60 lbs. similar but untreated. Tender forms and sample available from the Group Contracts Officer, CEGB, Burymead House, Guildford, Surrey, Reference CO/JLH/JP.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel.: Hayle 3213. Telex 45286.

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Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1
Printed in England by Merritt & Hatcher Ltd., London (K102) S.O. Code No. 72-3585.

An artist's impression of the proposed new deep-water harbour superimposed on an aerial photograph of Port Talbot

New horizons at Port Talbot

The future of Port Talbot as a great steel-making centre is assured by the decision to go ahead with the construction of a £17,000,000 deep-water harbour there.

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